
Group 12. LEATHER AND LEATHER PRODUCTS

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FOOTWEAR (EXCEPT RUBBER)

CHART IA. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939

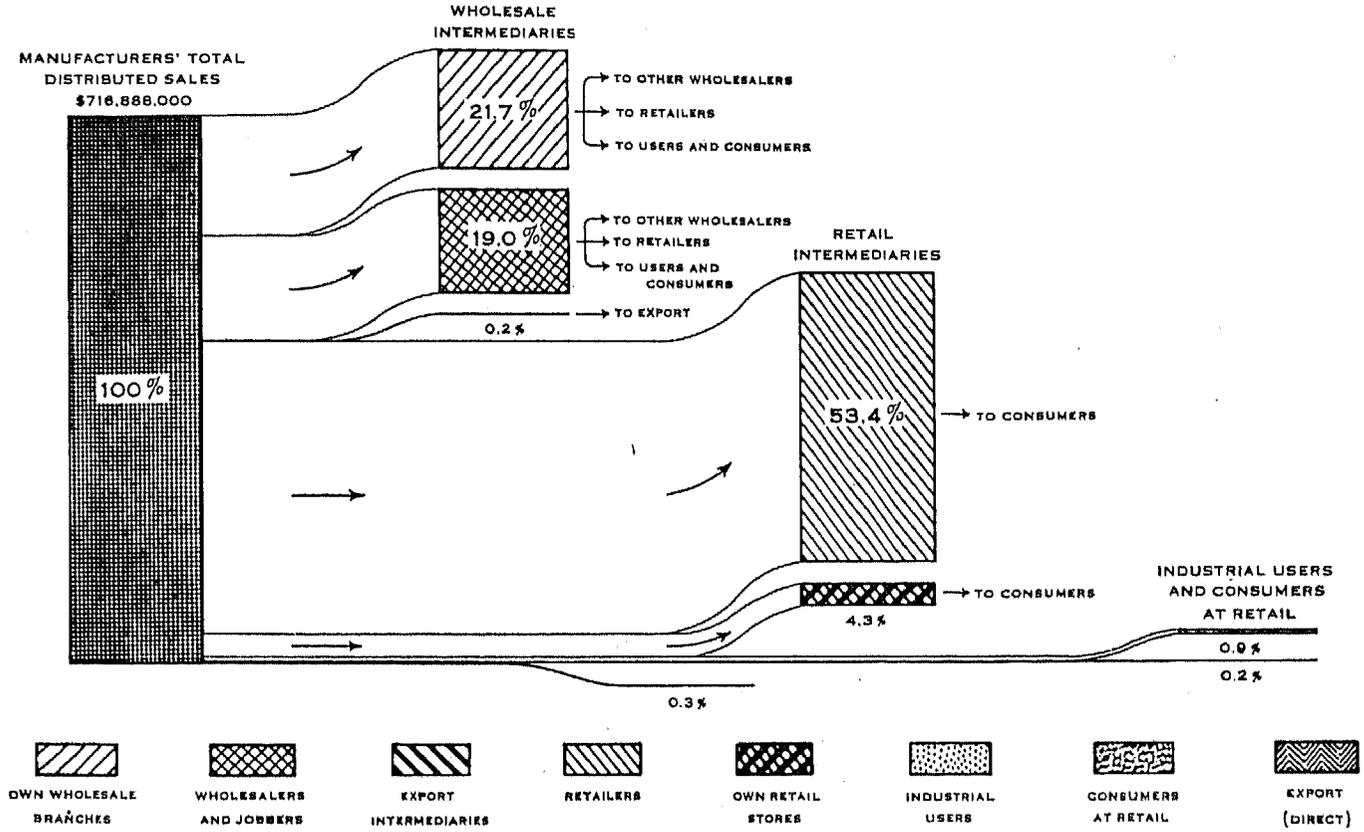
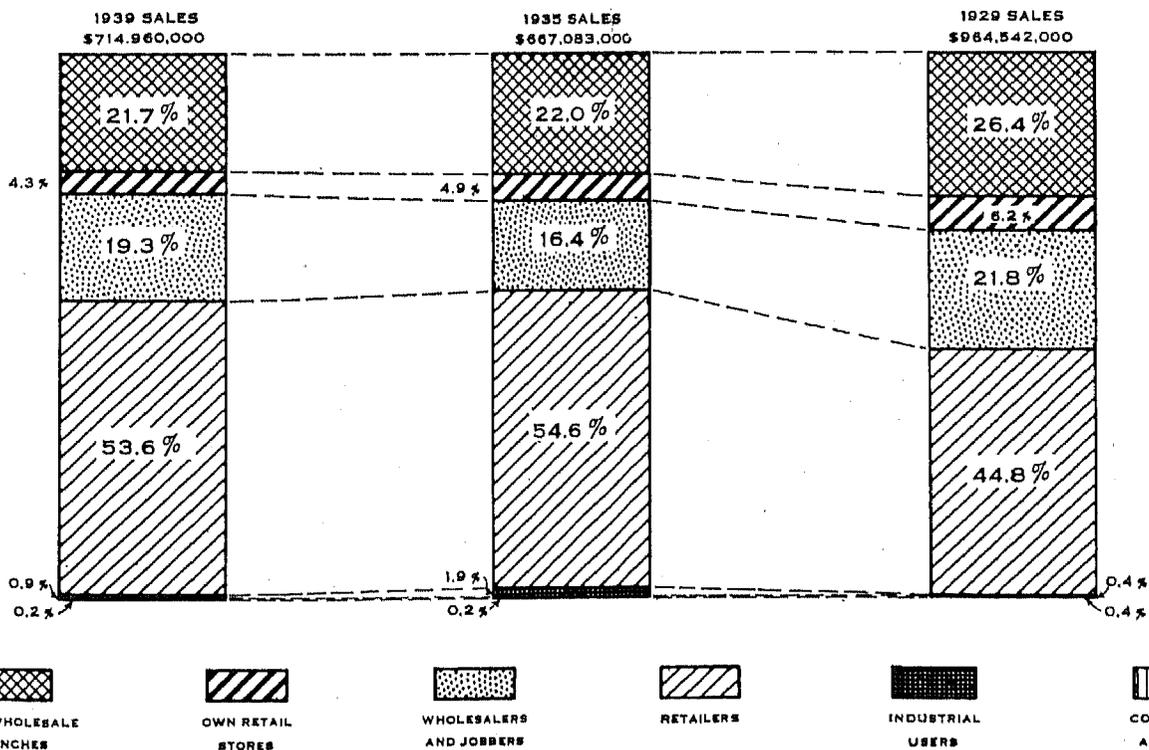


CHART IB. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939, 1935, AND 1929



LEATHER AND LEATHER PRODUCTS

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments engaged in tanning, currying, and finishing of hides and skins, and those manufacturing finished products of leather, such as industrial belting and packing, boot and shoe cut stock and findings, footwear, gloves and mittens, luggage, women's handbags, saddlery and harness, small leather goods, and miscellaneous leather goods. Establishments manufacturing similar articles made from fabric, such as fabric shoes, fabric handbags, fabric luggage, etc., are also included.

LEATHER PRODUCTS

Boot and shoe cut stock and findings.—Includes establishments primarily engaged in the manufacture, for sale as such, of soles, inner soles, heels (other than wood and rubber), lifts, counters, vamps, quarters, and other cut stock, and of finished wood heels, welting, shanks, and other findings. It also includes the production of cut stock and findings by boot and shoe manufacturers for their own consumption. Rubber heels, soles, etc., are included in "Rubber products not elsewhere classified."

Footwear (except rubber).—Includes establishments whose principal products are boots, shoes, sandals, slippers, moccasins, and allied footwear, and leggings, overgaiters, etc., made chiefly of leather but to some extent of canvas and other textile fabrics.

Industrial leather belting and packing leather.—Includes establishments primarily engaged in the manufacture of leather belting, chiefly for use in the transmission of power, of leather packing (cup, U-valve, oil-retainer-seal, etc.), or of "textile leathers" (aprons, picker leathers, mill strapping, etc.). Leather belts for wear on the person are included in "Belts (apparel), regardless of material." The manufacture of rubber belting is included in "Rubber products not elsewhere classified."

Leather gloves and mittens.—Includes establishments primarily engaged in the manufacture of leather gloves and mittens (lined and unlined). The industry does not cover sporting and athletic gloves which are products of the "Sporting and athletic goods" industry. Work gloves and mittens of cloth and cloth and

leather combined are included under "Miscellaneous apparel and fabricated textile products."

Saddlery, harness, and whips.—Includes establishments primarily engaged in the manufacture of saddles and parts, harness and parts, halters, bridles, horse boots, turf goods, feed bags, whips and crops, whip stocks, whip handles, whiplashes, etc.

Small leather goods.—Includes establishments primarily engaged in the manufacture of small articles from leather, such as billfolds, card cases, cigarette cases, key cases, etc.

Suitcases, brief cases, bags, trunks, and other luggage.—Includes establishments primarily engaged in the manufacture of trunks, suitcases, brief cases, sample cases, traveling bags, satchels, Boston bags, hat boxes, radio cases, and related products, regardless of the materials from which they are made.

Women's pocketbooks, handbags, and purses.—Includes establishments primarily engaged in the manufacture of women's handbags and purses regardless of material.

Leather goods not elsewhere classified.—Includes establishments primarily engaged in the manufacture of handles, corners, straps, etc., for luggage, dog furnishings, watch straps, etc., made of leather.

LEATHER (TANNED, CURRIED, AND FINISHED)

Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors.—Includes establishments primarily engaged in the manufacture of leather from hides, skins, etc., owned by them.

Leather (tanned, curried, and finished)—contract factories.—Includes establishments primarily engaged in manufacturing or currying and finishing of leather on contract for others. Distribution of sales data cover those contract factories manufacturing small amounts of leather from hides and skins owned by them.

Although establishments in this industry operate primarily on a contract basis, distribution covers the sales only of hides, skins, and other byproducts retained in partial payment for services rendered.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| LEATHER AND LEATHER PRODUCTS | DISTRIBUTED SALES | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | |
|---|------------------------------------|-------------------------|---|------------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|-------|---|------------------|---|-----------------------|------------------------------|---|--------------------------------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | To users and consumers | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | Export, direct to buyers in other countries | Industrial, etc., users ¹ | Consumers at retail^{2} |
| Leather Products | 489 | \$100,225 | \$14,475 | | \$15,042 | \$140 | \$1,035 | \$404 | \$68,163 | 68.0 | 14.4 | | 15.0 | 0.2 | 1.0 | 0.5 | 68.0 | |
| Footwear (except rubber) | 992 | 716,889 | 165,323 | \$30,656 | 130,325 | 1,461 | 389,174 | 1,928 | 6,811 | \$1,210 | 100.0 | 21.7 | 4.3 | 10.0 | 2 | 53.4 | 0.2 | |
| Industrial leather belting and packing leather | 190 | 24,265 | 2,782 | | 4,071 | (³) | 711 | 554 | 16,097 | 50 | 100.0 | 11.5 | | 16.8 | (³) | 2.0 | 2.3 | |
| Leather gloves and mittens | 233 | 28,190 | (⁴) | (⁵) | 4,780 | 13 | 18,001 | 8 | 937 | 335 | 100.0 | (⁶) | (⁷) | \$31.2 | (⁷) | \$04.2 | (⁷) | |
| Saddlery, harness, and whips | 156 | 14,355 | 614 | 604 | 4,086 | 8 | 7,074 | 4 | 457 | 908 | 100.0 | 4.3 | 4.2 | 32.7 | (⁷) | 40.3 | (⁷) | |
| Small leather goods | 109 | 14,439 | (⁴) | | 4,854 | | 8,857 | | 728 | | 100.0 | (⁴) | | 33.7 | | 61.3 | | |
| Suitcases, brief cases, bags, trunks, and other luggage | 326 | 37,013 | 2,076 | 85 | 6,007 | 131 | 26,287 | 187 | 1,875 | 305 | 100.0 | 5.6 | .2 | 16.2 | .4 | 71.0 | .5 | |
| Women's pocketbooks, handbags, and purses | 204 | 54,678 | 2,837 | | 7,609 | 23 | 43,812 | 84 | 253 | | 100.0 | 5.2 | | 14.0 | (⁷) | 80.1 | .2 | |
| Leather goods not elsewhere classified | 140 | 8,853 | (⁴) | | 2,845 | | 2,054 | 24 | 3,807 | 23 | 100.0 | (⁴) | | 32.1 | | 23.3 | .3 | |
| Leather (Tanned, Curried, and Finished) | | | | | | | | | | | | | | | | | | |
| Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors | 330 | 285,484 | 52,471 | | 50,233 | 474 | 909 | 8,943 | 172,454 | | 100.0 | 18.4 | | 17.6 | .2 | .3 | 3.1 | |
| Leather (tanned, curried, and finished)—contract factories | 35 | 1,018 | | | 424 | | | (⁸) | 594 | | 100.0 | | | 41.7 | | (⁹) | 58.3 | |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
² Includes farmers, household consumers, and employees at retail. ³ Sales to export intermediaries combined with sales to wholesalers and jobbers to avoid disclosure.
⁴ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.
⁵ Sales to or through own retail stores combined with sales to retailers to avoid disclosure. ⁶ Interplant transfers included to avoid disclosure.
⁷ Less than one-tenth of 1 percent. ⁸ Direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| LEATHER AND LEATHER PRODUCTS | DISTRIBUTED SALES | | | | | | | | | | INTERPLANT TRANSFERS | | | TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS | | |
|---|------------------------------------|-------------------------|---|------------------|---|------------------|---|------------------|---|------------------|-------------------------------------|------------------|--------------------------|--|------------------------------------|--------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | | To industrial, etc., users ¹ | | To consumers at retail ² | | Number of establishments | | Number of establishments reporting | Amount |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Total reporting | Using exclusively | | |
| Leather Products | 489 | \$100,225 | \$14,475 | 14.4 | \$17,123 | 17.1 | \$404 | 0.5 | \$68,163 | 68.0 | | | | 498 | \$130,169 | |
| Footwear (except rubber) | 992 | 716,888 | 185,979 | 26.0 | 520,900 | 72.0 | 1,928 | 0.3 | 6,811 | .9 | \$1,210 | 0.2 | 21 | 995 | 710,077 | |
| Industrial leather belting and packing leather | 190 | 24,265 | 2,782 | 11.5 | 4,782 | 10.7 | 554 | 2.3 | 16,097 | 66.3 | 50 | .2 | 5 | 190 | 26,102 | |
| Leather gloves and mittens | 233 | 28,190 | (³) | (³) | 26,890 | 95.4 | 8 | (⁴) | 937 | 3.3 | 355 | 1.3 | (⁵) | 233 | 28,190 | |
| Saddlery, harness, and whips | 156 | 14,355 | 1,218 | 8.5 | 11,708 | 82.0 | 4 | (⁴) | 457 | 3.2 | 908 | 6.3 | (⁵) | 156 | 14,355 | |
| Small leather goods | 109 | 14,439 | (⁴) | (⁴) | 13,711 | 95.0 | | | 728 | 5.0 | | | | 109 | 14,439 | |
| Suitcases, brief cases, bags, trunks, and other luggage | 326 | 37,013 | 2,161 | 5.8 | 32,425 | 87.6 | 187 | .5 | 1,875 | 5.1 | 305 | 1.0 | | 326 | 37,013 | |
| Women's pocketbooks, handbags, and purses | 204 | 54,678 | 2,837 | 5.2 | 51,504 | 94.1 | 84 | .2 | 253 | .5 | | | | 204 | 54,678 | |
| Leather goods not elsewhere classified | 140 | 8,853 | (⁴) | (⁴) | 4,909 | 55.4 | 24 | .3 | 3,807 | 44.0 | 23 | .3 | | 140 | 8,853 | |
| Leather (Tanned, Curried, and Finished) | | | | | | | | | | | | | | | | |
| Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors | 330 | 285,484 | 52,471 | 18.4 | 51,618 | 18.1 | 8,943 | 3.1 | 172,454 | 60.4 | | | 43 | 335 | 339,041 | |
| Leather (tanned, curried, and finished)—contract factories | 35 | 1,018 | | | 424 | 41.7 | (⁷) | (⁷) | 594 | 58.3 | | | | 35 | 1,018 | |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
² Includes farmers, household consumers, and employees at retail.
³ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.
⁴ Less than one-tenth of 1 percent. ⁵ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure. ⁶ Omitted to avoid disclosure.
⁷ Direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| LEATHER AND LEATHER PRODUCTS | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|---|---|----------|---|------------------|------------------|------------------|---|------------------|------------------------------|-------------------|--------------------------------------|------------------|----------------------------------|-------------------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | | | Number of establishments reporting | Amount | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| Leather Products | | | | | | | | | | | | | | |
| Boot and shoe cut stock and findings: | | | | | | | | | | | | | | |
| 1939 | 489 | \$99,761 | \$14,475 | 14.5 | | | \$15,188 | 15.2 | \$1,935 | 2.0 | \$68,163 | 68.3 | | |
| 1935 ⁴ | 479 | 91,075 | 10,792 | 11.8 | | | 15,424 | 17.0 | 1,665 | 1.8 | 63,194 | 69.4 | | |
| 1929 | 588 | 172,470 | (⁵) | (⁶) | | | 18,950 | 11.0 | 2,314 | 1.3 | 151,206 | 87.7 | | |
| Footwear (except rubber): | | | | | | | | | | | | | | |
| 1939 | 992 | 714,960 | 155,323 | 21.7 | \$30,656 | 4.3 | 137,786 | 19.3 | 383,174 | 53.6 | 6,811 | .9 | \$1,210 | 0.2 |
| 1935 ⁴ | 981 | 667,083 | 146,415 | 22.0 | 32,912 | 4.9 | 109,731 | 16.4 | 364,360 | 54.6 | 12,601 | 1.9 | 1,074 | .2 |
| 1929 | 1,319 | 904,542 | 254,702 | 28.4 | 59,591 | 6.2 | 210,457 | 21.8 | 431,716 | 44.8 | 3,855 | .4 | 4,222 | .4 |
| Industrial leather belting and packing leather: | | | | | | | | | | | | | | |
| 1939 | 189 | 23,711 | 2,782 | 11.7 | | | 4,071 | 17.2 | 711 | 3.0 | 16,097 | 67.9 | 50 | .2 |
| 1935 | 180 | 22,606 | 1,564 | 6.9 | 400 | 1.8 | 4,423 | 19.6 | 1,068 | 7.1 | 14,587 | 64.5 | 24 | .1 |
| 1929 | 207 | 34,505 | 2,688 | 7.8 | (⁷) | (⁸) | 7,485 | 21.7 | (⁹) | (¹⁰) | 24,332 | 70.5 | | |
| Leather gloves and mittens: | | | | | | | | | | | | | | |
| 1939 | 233 | 28,182 | (⁵) | (⁶) | (⁸) | (⁸) | 8,799 | 31.2 | 18,091 | 64.2 | 937 | 3.3 | 355 | 1.3 |
| 1935 | 219 | 26,574 | 1,718 | 5.8 | 73 | .2 | 7,060 | 25.9 | 18,105 | 61.2 | 1,997 | 6.8 | 21 | .1 |
| 1929 | 254 | 42,104 | 4,090 | 11.2 | | | 14,510 | 34.4 | 21,260 | 50.4 | 10,692 | 4.0 | (¹⁰) | (¹⁰) |
| Saddlery, harness, and whips: | | | | | | | | | | | | | | |
| 1939 | 156 | 14,351 | 614 | 4.3 | 604 | 4.2 | 4,694 | 32.7 | 7,074 | 49.3 | 457 | 3.2 | 908 | 6.3 |
| 1935 | 139 | 13,335 | 673 | 5.0 | 504 | 3.8 | 3,905 | 29.3 | 7,311 | 54.8 | 211 | 1.6 | 731 | 5.5 |
| 1929 | 212 | 21,899 | 1,964 | 9.0 | | | 5,497 | 25.1 | 11,723 | 53.5 | 10,275 | 12.4 | (¹⁰) | (¹⁰) |
| Small leather goods; and leather goods not elsewhere classified: | | | | | | | | | | | | | | |
| 1939 | 255 | 23,298 | | | | | 7,600 | 33.1 | 10,921 | 46.9 | 4,625 | 10.0 | 23 | .1 |
| Small leather goods—Leather goods not elsewhere classified: | | | | | | | | | | | | | | |
| 1939 | 109 | 14,439 | (⁵) | (⁶) | | | 4,854 | 33.7 | 8,857 | 61.3 | 728 | 5.0 | | |
| 1935 | 146 | 8,820 | (⁵) | (⁶) | | | 2,845 | 32.2 | 2,064 | 23.4 | 3,897 | 44.1 | 23 | .3 |
| 1929 | 382 | 27,079 | (⁵) | (⁶) | | | 7,035 | 25.2 | 12,074 | 44.0 | 7,076 | 26.1 | 294 | 1.1 |
| 1929 | 371 | 35,087 | (⁵) | (⁶) | | | 13,212 | 37.0 | 13,643 | 38.9 | 7,149 | 20.4 | 1,083 | 3.1 |
| Suitcases, brief cases, bags, trunks, and other luggage: | | | | | | | | | | | | | | |
| 1939 | 326 | 36,820 | 2,076 | 5.6 | 85 | .2 | 6,138 | 16.7 | 26,287 | 71.4 | 1,875 | 5.1 | 305 | 1.0 |
| 1935 | 298 | 28,465 | 1,074 | 3.8 | 142 | .5 | 4,340 | 15.3 | 21,188 | 74.4 | 1,498 | 5.3 | 213 | .7 |
| 1929 | 462 | 63,609 | 958 | 1.5 | | | 12,667 | 19.9 | 42,693 | 67.1 | 5,698 | 0.0 | 1,593 | 2.5 |
| Women's pocketbooks, handbags, and purses: | | | | | | | | | | | | | | |
| 1939 | 264 | 54,594 | 2,837 | 5.2 | | | 7,692 | 14.1 | 43,812 | 80.2 | 253 | .5 | | |
| 1935 ⁴ | 301 | 41,412 | 2,394 | 5.8 | | | 6,132 | 14.8 | 31,962 | 77.2 | 743 | 1.8 | 181 | .4 |
| 1929 | 281 | 67,994 | 903 | 1.3 | | | 12,612 | 18.6 | 54,081 | 79.5 | 142 | .2 | 256 | .4 |
| Leather (Tanned, Curried, and Finished) | | | | | | | | | | | | | | |
| Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors; and leather (tanned, curried, and finished)—contract factories: | | | | | | | | | | | | | | |
| 1939 | 365 | 277,559 | 52,471 | 18.9 | | | 51,131 | 18.4 | 909 | .3 | 173,048 | 62.4 | | |
| Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors—Leather (tanned, curried, and finished)—contract factories: | | | | | | | | | | | | | | |
| 1939 | 330 | 276,541 | 52,471 | 19.0 | | | 50,707 | 18.3 | 909 | .3 | 172,454 | 62.4 | | |
| 1935 ⁴ | 317 | 247,050 | 41,788 | 16.9 | | | 41,424 | 141.7 | | | 594 | 58.3 | | |
| 1929 | 384 | 399,543 | 70,177 | 19.8 | (⁷) | (⁸) | 130,314 | 32.6 | 1,730 | .7 | 190,652 | 47.6 | | |

¹ Export intermediaries included for comparative purposes.² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).³ Includes farmers, household consumers, and employees at retail.⁴ Revised for comparative purposes, see explanation, p. 2.⁵ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.⁶ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.⁷ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.⁸ Sales to or through own retail stores combined with retailers to avoid disclosure.⁹ Interplant transfers included to avoid disclosure.¹⁰ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.¹¹ Direct export sales included to avoid disclosure.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

| LEATHER AND LEATHER PRODUCTS | Number of establishments reporting distributed sales and transfers | | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | |
|--|--|-----|--|-------------------|---|-------------------------------|---------------------|---------------|---|-------------------------|---------------------|-----------------------|---|------------------------------|------------------------|--------|---------------------|--------------------------------------|----------------------------------|
| | | | ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹ | | To or through manufacturer-owned and operated outlets | | | | To other business concerns in the United States, for resale | | | | Export, direct to buyers in other countries | | To users and consumers | | | | |
| | | | Number | Using exclusively | Total ² | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | Number | Selling exclusively | Industrial, etc., users ³ | Consumers at retail ⁴ |
| | | | | | | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | | | | |
| Leather Products | | | | | | | | | | | | | | | | | | | |
| Boot and shoe cut stock and findings..... | 498 | 9 | 489 | 15 | 0 | 474 | 121 | 07 | 0 | 25 | 11 | 35 | 383 | 318 | 0 | 3 | | | |
| Footwear (except rubber)..... | 905 | 3 | 902 | 117 | 74 | 785 | 458 | 137 | 26 | 723 | 332 | 83 | 638 | 2 | 0 | 3 | | | |
| Industrial leather belting and packing leather..... | 190 | 5 | 190 | 16 | 0 | 174 | 80 | 25 | (5) | 25 | 4 | 17 | 149 | 67 | 0 | 1 | | | |
| Leather gloves and mittens..... | 233 | (9) | 233 | (7) | (7) | 226 | 106 | 32 | 4 | 181 | 101 | 3 | 632 | 7 | 17 | 5 | | | |
| Saddlery, harness, and whips..... | 156 | | 156 | 3 | 2 | 153 | 72 | 31 | 5 | 82 | 31 | 4 | 21 | 1 | 55 | 18 | | | |
| Small leather goods..... | 109 | | 109 | (7) | (7) | 102 | 76 | 29 | | 68 | 20 | | 22 | 3 | | | | | |
| Suitcases, brief cases, bags, trunks, and other luggage..... | 326 | | 326 | 5 | 2 | 321 | 104 | 41 | 8 | 243 | 163 | 11 | 63 | 15 | 33 | 4 | | | |
| Women's pocketbooks, handbags, and purses..... | 204 | | 204 | 6 | 6 | 198 | 74 | 44 | 3 | 209 | 171 | 0 | 8 | 4 | | | | | |
| Leather goods not elsewhere classified..... | 146 | | 146 | (7) | (7) | 139 | 73 | 30 | | 57 | 27 | 5 | 62 | 34 | 5 | | | | |
| Leather (Tanned, Curried, and Finished) | | | | | | | | | | | | | | | | | | | |
| Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors..... | 335 | 43 | 330 | 51 | 10 | 319 | 133 | 31 | 12 | 16 | 3 | 63 | 267 | 104 | | | | | |
| Leather (tanned, curried, and finished)—contract factories..... | 35 | | 35 | | | 35 | 11 | 9 | | | | (9) | 24 | 21 | | | | | |

¹ See definition for "Interplant transfers," p. 3.
² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."
³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
⁴ Includes farmers, household consumers, and employees at retail.
⁵ Establishments reporting sales to export intermediaries combined with wholesalers and jobbers to avoid disclosure.
⁶ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.
⁷ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.
⁸ Establishments reporting sales to or through own retail stores combined with retailers to avoid disclosure.
⁹ Establishments reporting direct export sales combined with wholesalers and jobbers to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

| LEATHER AND LEATHER PRODUCTS | Value of products ¹ | INVENTORY ¹ (FINISHED PRODUCTS) | | Purchased merchandise sold without processing (+) | Receipts for contract and repair work ¹ (-) | Value of products not distributed (-) | Interplant transfers (-) | Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G) | Total distributed sales reported | Total number of establishments ¹ | NUMBER OF ESTABLISHMENTS REPORTING | | | | | |
|--|--------------------------------|--|----------------------|---|--|---------------------------------------|--------------------------|--|----------------------------------|---|------------------------------------|--------------------------|--------------------------------|-----------------------|---|---|
| | | Beginning of year 1939 (-) | End of year 1939 (-) | | | | | | | | Exclusive contract work | No distribution of sales | Exclusive interplant transfers | Distribution of sales | | |
| | | | | | | | | | | | | | | | A | B | C | D |
| Leather Products | | | | | | | | | | | | | | | | |
| Boot and shoe cut stock and findings..... | \$120,300 | \$12,810 | \$12,011 | \$2,123 | \$444 | \$976 | \$20,044 | \$100,366 | \$100,225 | 520 | 13 | 0 | 9 | 480 | | |
| Footwear (except rubber)..... | 734,673 | 20,560 | 20,923 | 4,442 | 850 | 20,055 | 2,180 | 712,049 | 710,888 | 1,070 | 0 | 00 | 3 | 992 | | |
| Industrial leather belting and packing leather..... | 24,410 | 3,230 | 2,759 | 1,530 | 112 | | 1,837 | 24,471 | 24,265 | 190 | | | | 190 | | |
| Leather gloves and mittens..... | 26,831 | 2,218 | 2,387 | 1,428 | 48 | | (9) | 28,042 | 28,190 | 233 | | | (9) | 233 | | |
| Saddlery, harness, and whips..... | 12,118 | 2,303 | 2,238 | 2,228 | 60 | | | 14,342 | 14,355 | 156 | | | | 156 | | |
| Small leather goods..... | 14,334 | 970 | 1,083 | 414 | 162 | | | 14,473 | 14,439 | 118 | 9 | | | 109 | | |
| Suitcases, brief cases, bags, trunks, and other luggage..... | 30,591 | 2,531 | 2,075 | 710 | 128 | | | 36,738 | 37,013 | 329 | 3 | | | 326 | | |
| Women's pocketbooks, handbags, and purses..... | 55,807 | 1,706 | 1,906 | 59 | 673 | | | 54,993 | 54,678 | 286 | 22 | | | 264 | | |
| Leather goods not elsewhere classified..... | 8,911 | 536 | 531 | 306 | 403 | | | 8,819 | 8,853 | 100 | 14 | | | 146 | | |
| Leather (Tanned, Curried, and Finished) | | | | | | | | | | | | | | | | |
| Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors..... | 329,728 | 37,045 | 34,687 | 2,484 | 2,015 | | 54,157 | 278,998 | 285,484 | 335 | | | 5 | 330 | | |
| Leather (tanned, curried, and finished)—contract factories..... | 16,710 | 480 | 466 | | 15,650 | | | 1,065 | 1,018 | 111 | 76 | | | 35 | | |

¹ From Census of Manufactures.
² See explanation under "Correlation with Census of Manufactures," p. 2.
³ Omitted to avoid disclosure.
⁴ Interplant transfers included to avoid disclosure.

CENSUS OF BUSINESS

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

| LEATHER AND LEATHER PRODUCTS | DISTRIBUTED SALES | | | | | | | | | |
|--|--------------------|---|------------------|--------------------------|---------------------|-----------------------|---|------------------|--------------------------|---------------------|
| | 1939 | | | | 1935 | | | | | |
| | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | Number of establishments | | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | Number of establishments | |
| | | Amount | Percent of total | Total reporting | Selling exclusively | | Amount | Percent of total | Total reporting | Selling exclusively |
| Leather Products | | | | | | | | | | |
| Boot and shoe cut stock and findings..... | \$90,701 | \$7,608 | 7.6 | 57 | | ¹ \$91,075 | \$5,723 | 6.3 | 67 | 8 |
| Footwear (except rubber)..... | 714,960 | 14,901 | 2.1 | 61 | | ¹ 607,083 | 24,879 | 3.7 | 100 | 29 |
| Industrial leather belting and packing leather..... | 23,711 | 208 | 1.3 | 12 | 1 | 22,606 | 424 | 1.9 | 14 | 1 |
| Leather gloves and mittens..... | 28,182 | 508 | 1.8 | 11 | 2 | 20,574 | 3,033 | 10.3 | 44 | 6 |
| Saddlery, harness, and whips..... | 14,361 | 862 | 6.0 | 10 | 2 | 13,335 | 635 | 4.8 | 13 | |
| Small leather goods..... | 14,439 | 709 | 4.0 | 15 | 3 | | | | | |
| Leather goods not elsewhere classified..... | 8,820 | 806 | 10.1 | 4 | 1 | 27,070 | 1,276 | 4.7 | 39 | 5 |
| Suitcases, brief cases, bags, trunks, and other luggage..... | 30,826 | 931 | 2.5 | 21 | 2 | 28,455 | 1,678 | 5.9 | 26 | 4 |
| Women's pocketbooks, handbags, and purses..... | 54,594 | 2,821 | 5.2 | 27 | 4 | 41,412 | 2,107 | 5.1 | 32 | 7 |
| Leather (Tanned, Curried, and Finished) | | | | | | | | | | |
| Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors..... | 276,541 | 62,020 | 22.8 | 113 | 5 | | | | | |
| Leather (tanned, curried, and finished)—contract factories..... | ² 1,018 | 235 | 23.1 | 5 | 1 | ¹ 247,050 | 43,974 | 17.8 | 96 | 10 |

¹ Revised for comparative purposes, see explanation, p. 2.² Direct export sales included to avoid disclosure.

Group 13. STONE, CLAY, AND GLASS PRODUCTS

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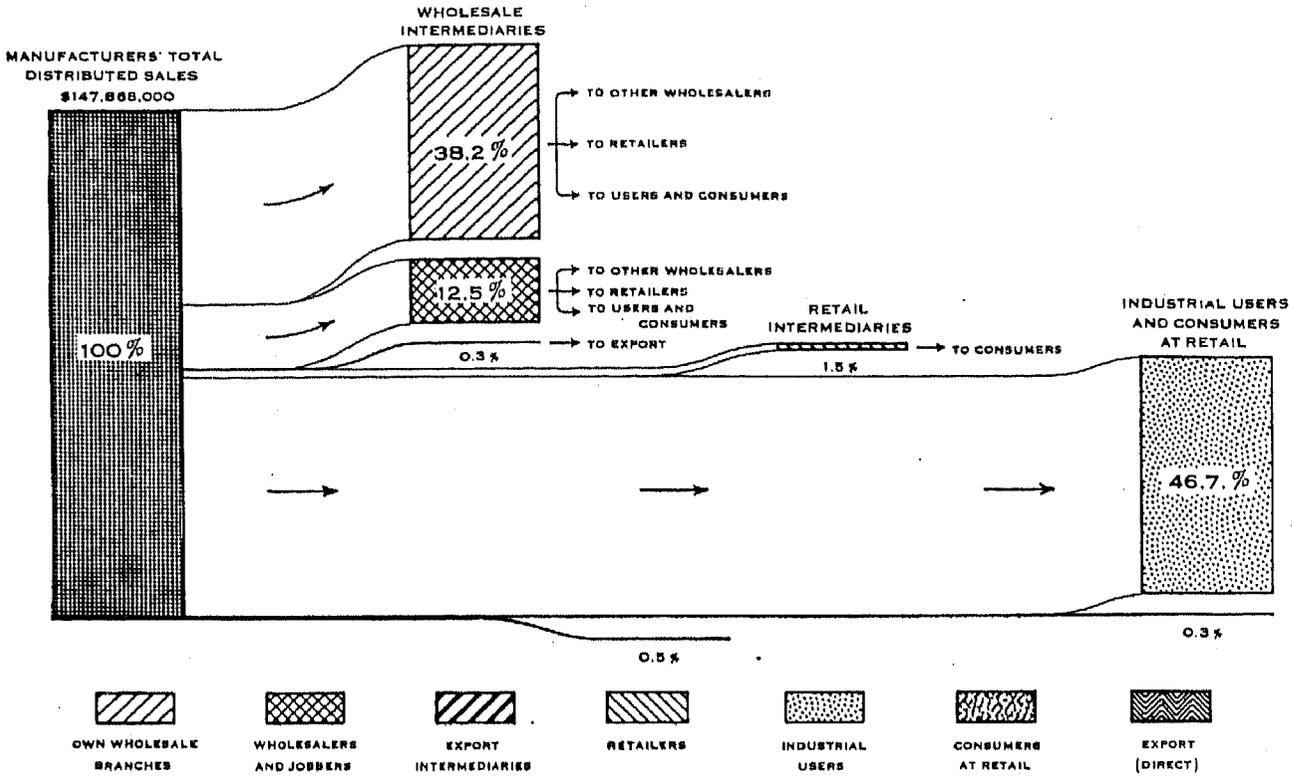
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CENSUS OF BUSINESS

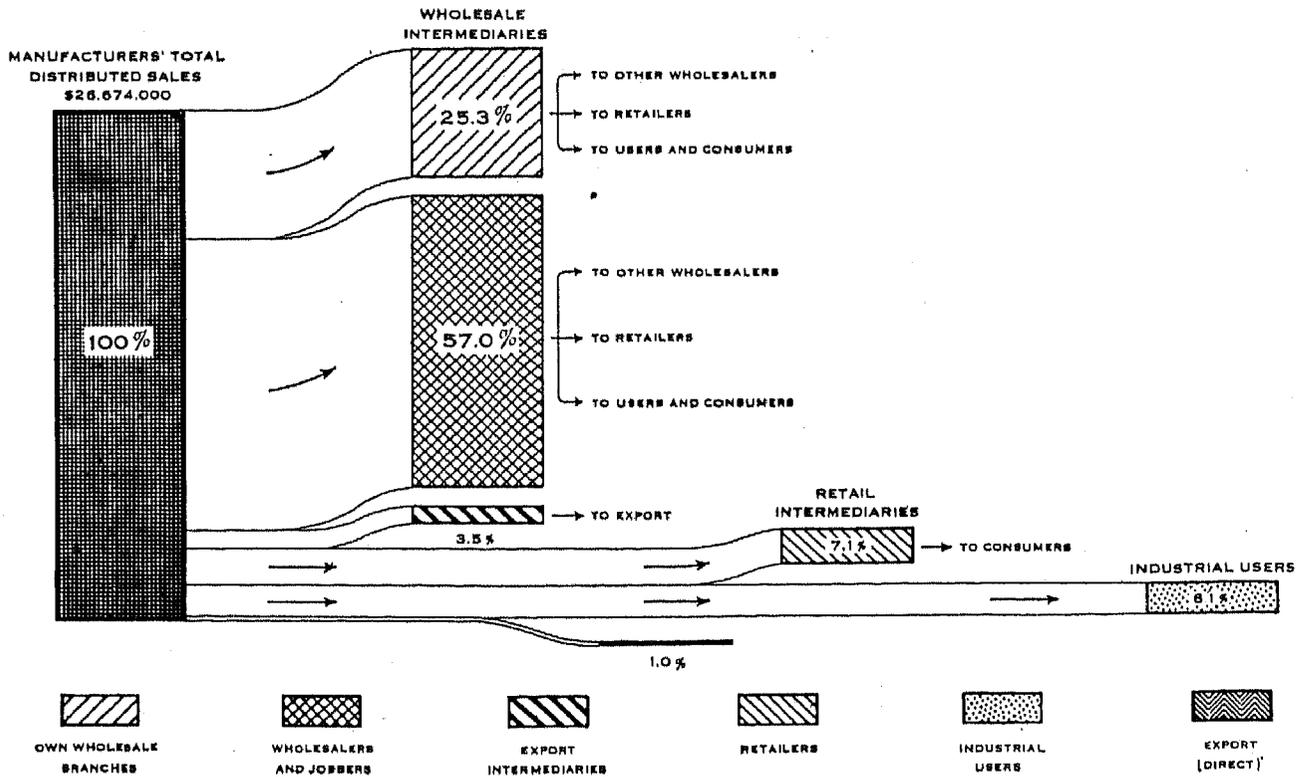
GLASS CONTAINERS

CHART 1. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



VITREOUS - CHINA PLUMBING FIXTURES

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



STONE, CLAY, AND GLASS PRODUCTS

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in manufacturing flat glass and glass containers, cement, structural clay products, pottery, concrete and gypsum products, cut-stone products, abrasive and asbestos products, etc., principally from stone, clay, and sand. Mines and quarries operated as an integral part of these manufacturing plants are classified in this group.

CEMENT

Cement.—Includes establishments primarily engaged in the manufacture of portland, natural, masonry, and puzzolan cements.

CONCRETE, GYPSUM, AND PLASTER PRODUCTS

Concrete products.—Includes establishments primarily engaged in the manufacture of concrete building blocks and shapes, pipes, and conduits, and similar products such as poles and piling, vaults, etc., from a combination of stone or gravel, sand and cement. This industry also includes establishments producing premixed or transit-mixed concrete where there are plant facilities for storage, measuring, and loading trucks. It does not include concrete construction work on buildings, bridges, etc.

Gypsum products.—Includes establishments primarily engaged in the manufacture of plaster, plasterboard, and other products composed wholly or chiefly of gypsum.

Lime.—Includes establishments primarily engaged in the manufacture of lime, chiefly from limestone and to a small extent from shells and other substances. The quarrying and burning of limestone are usually carried on by the same establishments, and for such establishments the statistics given cover both branches of the work. Establishments engaged exclusively in the quarrying of limestone are not covered by the Census of Manufactures.

Mineral wool.—Includes establishments primarily engaged in the manufacture of mineral wool for insulation made from such materials as rock, slag, etc. It also includes establishments making insulation from vermiculite ore.

Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition.—Includes establishments primarily engaged in the manufacture of wall and insulating boards (other than gypsum), nonrigid thermal insulation (except mineral wool), and floor composition (except linoleum and rubber flooring). The exceptions mentioned are included, however, in other industry classifications. The manufacture of wallboard or insulating board on paper machines without further processing is included in the paperboard industry.

CUT-STONE AND STONE PRODUCTS

Monuments, tombstones, cut-stone, and stone products not elsewhere classified.—Includes establishments primarily engaged in the cutting, shaping, and finishing of marble, granite, and other stone for building and miscellaneous uses, such as monuments and tombstones, stone furniture, and slate blackboards, etc., usually quarried by the same establishments engaged in cutting the stone to dimension. Establishments buying and selling finished or partly finished monuments and tombstones, but doing no work on the stone other than lettering and finishing to custom order are not considered a part of the manufacturing industries. The cutting of grindstones, pulpstones, and whetstones in the quarry is not included in the manufacturing industries. The quarrying and the finishing of stone are carried on to some extent by the same establishments. In such cases the returns cover both quarrying and manufacturing operations.

FLAT GLASS

Flat glass.—Includes establishments primarily engaged in the manufacture of flat glass, including plate glass, clear window glass, ornamental and structural flat glass, from raw materials. It does not include glass cutting, beveling, bending, engraving, staining, ornamenting, or making glass labels, except to the extent to which these activities are carried on by the same establishments in which the glass is manufactured.

GLASS PRODUCTS MADE OF PURCHASED GLASS

Mirrors and other glass products made of purchased glass.—Includes establishments primarily engaged in the manufacture, from purchased glass as material, of mirrors, both framed and unframed; laminated glass; stained and leaded glass; ornamental and decorated glass; glass novelties; cutting, beveling, and etching of glass.

GLASSWARE, PRESSED OR BLOWN

Glass containers.—Includes establishments primarily engaged in the manufacture of glass containers for packing and bottling and for home canning, from raw materials. It does not include glass cutting, beveling, bending, engraving, staining, ornamenting, or making of glass labels, except to the extent to which these activities are carried on by the same establishments in which the glass containers are manufactured.

Tableware, pressed or blown glass, and glassware not elsewhere classified.—Includes establishments primarily engaged in the manufacture of hand or machine-made pressed or blown glassware; scientific, technical, and industrial glass; glass cooking utensils, lenses, etc., made from raw materials. It does not include glass cutting, beveling, bending, engraving, staining, ornamenting, or making glass labels, except to the extent

to which these activities are carried on by the same establishments in which the glass is manufactured. Establishments manufacturing glassware from purchased "blanks" are included in "Mirrors and other glass products made of purchased glass."

POTTERY AND RELATED PRODUCTS

China firing and decorating (for the trade).—Includes establishments primarily engaged in firing and decorating china for the trade. Small establishments engaged in such work for private customers or to individual order are not included.

Hotel china.—Includes establishments primarily engaged in the manufacture of hotel china from clay.

Porcelain electrical supplies.—Includes establishments primarily engaged in the manufacture of porcelain electrical insulating materials from clay.

Vitreous-china plumbing fixtures.—Includes establishments primarily engaged in the manufacture of vitreous- and semivitreous-china plumbing fixtures from clay.

Whiteware.—Includes establishments primarily engaged in the manufacture of semivitreous-china types of earthenware, including cream color, white, granite, and semiporcelain ware.

Pottery products not elsewhere classified.—Includes establishments primarily engaged in the manufacture of pottery not elsewhere classified. Included are porcelain china, bone china, delft and Belleek ware; chemical porcelain, chemical stoneware; etc.

STRUCTURAL CLAY PRODUCTS

Brick and hollow structural tile.—Includes establishments primarily engaged in the manufacture of brick and hollow structural tile, including conduit, silo, and corner fireproofing, floor, arch, and combination tile; and flooring brick.

Clay refractories, including refractory cement (clay).—Includes establishments primarily engaged in the manufacture of firebrick and other heat-resisting clay products such as clay glass-house tank blocks, stoppers, floaters, and rings.

Floor and wall tile (except quarry tile).—Includes establishments primarily engaged in the manufacture of floor tile, ceramic tile, mosaic tile, glazed or enameled tile including faience, white glazed or other tile used as floor or wall tile.

Roofing tile.—Includes establishments primarily engaged in the manufacture of roofing tile from clay.

Sewer pipe and kindred products.—Includes establishments primarily engaged in the manufacture of sewer pipe and kindred products made of clay.

Terra cotta.—Includes establishments primarily engaged in the manufacture of architectural terra cotta.

Clay products (except pottery) not elsewhere classified.—Includes establishments primarily engaged in the manufacture of clay products such as stove lining, flue

lining, chimney pipe and tops, wall coping, segment blocks, drain and quarry tile, etc.

MISCELLANEOUS NONMETALLIC MINERAL PRODUCTS

Abrasive wheels, stones, paper, cloth, and related products.—Includes establishments primarily engaged in the manufacture of abrasive grinding wheels of emery, corundum, and other materials, natural or artificial; abrasive sticks, stones, bricks, paper, and cloths; buffing and polishing wheels and abrasive grains. The cutting of grindstones, pulpstones, and whetstones in the quarry is not included in the manufacturing industries.

Asbestos products (except steam packing and pipe and boiler covering).—Includes establishments primarily engaged in the manufacture of asbestos textiles, asbestos building materials, and other commodities composed wholly or chiefly of asbestos.

Minerals and earths (ground or otherwise treated).—Includes establishments primarily engaged in the grinding, pulverizing, or treating of certain earths, rocks, or minerals such as barium, barytes, borax, chalk, clays, cornwall stone, corundum, emery, feldspar, kaolin, mica, pumice, quartz, silica, and talc.

Natural graphite, ground and refined.—Includes establishments primarily engaged in the extraction from the ore or the refining of natural graphites (plumbago or black lead).

Nonclay refractories.—Includes establishments primarily engaged in the manufacture of crucibles and refractories made of materials other than clay such as graphite, magnesite, chrome, silica, silicon carbide, etc.

Sand-lime brick, block and tile.—Includes establishments primarily engaged in the manufacture of sand-lime brick, block and tile.

Statuary and art goods (except stone and concrete) factory production.—Includes establishments primarily engaged in factory production of such articles as statuary, vases, urns, brackets, flower boxes, fountains, plaques, mantels, columns, panels, moldings, pedestals, etc., other than those made of stone and concrete, and ornamental plaster work, architectural sculptures, small images, scagliola, and papier-mâché articles. The production of statuary by individual sculptors in their own studios is not, of course, a manufacturing process and therefore is not included.

Steam and other packing, pipe and boiler covering.—Includes establishments primarily engaged in the manufacture of packing for steam, water, and other pipe joints, and for engines, air compressors, etc.; insulating materials for covering boilers and pipes; and gaskets made of fiber, paper, or any combination of materials. Establishments primarily manufacturing cork gaskets, rubber gaskets, and leather gaskets are classified elsewhere. Establishments making two or more of these classes of gaskets are included in this industry.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| | DISTRIBUTED SALES | | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | | |
|--|------------------------------------|-------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|---------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|-----|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned and operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned and operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | |
| STONE, CLAY, AND GLASS PRODUCTS | | | | | | | | | | | | | | | | | | | | |
| Cement | 154 | \$186,282 | \$72,807 | | \$31,204 | \$21 | \$12,460 | \$1,044 | \$36,890 | | 100.0 | 30.1 | 10.8 | 0.5 | 22.8 | 1.0 | 10.8 | | | |
| Concrete, Gypsum, and Plaster Products | | | | | | | | | | | | | | | | | | | | |
| Concrete products | 2,000 | 138,524 | 2,358 | \$4,800 | \$10,404 | (3) | 6,002 | (3) | 100,747 | \$13,154 | 100.0 | 1.7 | 3.5 | \$7.0 | (3) | 5.0 | (3) | 72.7 | 0.5 | |
| Gypsum products | 68 | 45,480 | 30,782 | | 4,002 | | 2,407 | (1) | 2,698 | | 100.0 | 67.7 | | \$21.1 | | 5.3 | (4) | 5.9 | | |
| Lime | 268 | 37,000 | \$4,146 | (5) | 6,812 | 327 | 4,905 | 57 | 10,102 | 1,651 | 100.0 | \$11.2 | (5) | 18.4 | 0 | 13.3 | 1 | 61.0 | 4.5 | |
| Mineral wool | 58 | 8,319 | \$1,902 | (5) | 2,040 | | 4,426 | 18 | \$3,020 | 13 | 100.0 | \$22.0 | (5) | 35.3 | | 5.1 | 2 | \$30.3 | 2 | |
| Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition | 123 | 38,465 | \$16,192 | (4) | 12,851 | 30 | 2,120 | 1,612 | 5,441 | 210 | 100.0 | \$42.1 | (5) | 33.4 | .1 | 5.5 | 4.2 | 14.1 | 0 | |
| Cut-Stone and Stone Products | | | | | | | | | | | | | | | | | | | | |
| Monuments, tombstones, cut-stone, and stone products not elsewhere classified | 1,208 | 75,422 | 2,026 | 4,002 | 7,990 | 130 | 10,012 | 175 | 33,024 | 11,073 | 100.0 | 2.7 | 5.4 | 10.0 | .2 | 21.2 | .2 | 45.0 | 14.7 | |
| Flat Glass | 37 | 110,936 | 73,132 | | 715,485 | | (7) | 858 | \$2,511 | | 100.0 | 65.0 | 7 | 13.9 | | (7) | .8 | \$10.4 | | |
| Glass Products Made of Purchased Glass | | | | | | | | | | | | | | | | | | | | |
| Mirrors and other glass products made of purchased glass | 543 | 53,940 | 8,168 | 690 | 12,322 | 62 | 13,924 | 285 | \$17,120 | 1,351 | 100.0 | 15.1 | 1.3 | 22.0 | .1 | 25.8 | .5 | \$31.8 | 2.5 | |
| Glassware, Pressed or Blown | | | | | | | | | | | | | | | | | | | | |
| Glass containers | 70 | 147,868 | 50,540 | | 18,408 | 443 | 2,137 | 702 | 60,020 | 498 | 100.0 | 38.2 | | 12.5 | .3 | 1.5 | .5 | 45.7 | .3 | |
| Tableware, pressed or blown glass, and glassware not elsewhere classified | 110 | 90,425 | 12,225 | | 23,030 | 841 | 20,321 | 1,080 | 31,740 | 240 | 100.0 | 13.5 | | 25.5 | .9 | 22.5 | 2.2 | 35.1 | .3 | |
| Pottery and Related Products | | | | | | | | | | | | | | | | | | | | |
| China firing and decorating (for the trade) | 24 | 2,400 | | | 423 | | 1,032 | | 45 | | 100.0 | | | 17.2 | | 81.0 | | 1.8 | | |
| Hotel china | 17 | 9,344 | | | 8,258 | | 287 | | 799 | | 100.0 | | | 88.4 | | 3.1 | | 8.6 | | |
| Porcelain electrical supplies | 40 | 17,304 | | | 5,041 | 85 | 1,316 | 635 | 10,227 | | 100.0 | | | 20.1 | .5 | 7.0 | 3.7 | 59.1 | | |
| Vitreous-china plumbing fixtures | 25 | 20,074 | 0,749 | | 15,214 | 029 | 1,880 | 203 | 1,639 | | 100.0 | 25.3 | | 57.0 | 3.5 | 7.1 | 1.0 | 61.1 | | |
| Whiteware | 31 | 27,738 | | | 5,732 | | 20,545 | 351 | \$94 | 1,016 | 100.0 | | | 20.7 | | 74.1 | 1.3 | 2.3 | 3.0 | |
| Pottery products not elsewhere classified | 151 | 17,025 | 200 | 221 | 5,502 | 143 | 5,949 | 47 | 4,081 | 783 | 100.0 | 1.8 | 1.3 | 32.3 | .8 | 34.0 | .3 | 24.0 | 4.0 | |
| Structural Clay Products | | | | | | | | | | | | | | | | | | | | |
| Brick and hollow structural tile | 784 | 81,770 | 5,372 | 533 | 20,688 | 124 | 10,079 | 507 | 30,327 | 4,240 | 100.0 | 0.6 | .7 | 30.3 | .1 | 13.4 | .6 | 37.1 | 5.2 | |
| Clay refractories, including refractory cement (clay) | 104 | 42,901 | 12,361 | | \$2,409 | (8) | 401 | 900 | 26,647 | 63 | 100.0 | 28.8 | | \$5.8 | (8) | .9 | 2.2 | 62.1 | .2 | |
| Floor and wall tile (except quarry tile) | 49 | 18,227 | 1,043 | | 7,540 | 83 | 1,001 | 196 | \$0,307 | 71 | 100.0 | 10.7 | | 41.4 | .4 | 10.0 | 1.1 | \$35.1 | .4 | |
| Roofing tile | 16 | 1,830 | (9) | | (9) | | 31 | | 100.0 | (9) | 100.0 | (9) | | (9) | | 1.7 | | \$99.3 | | |
| Sewer pipe and kindred products | 65 | 18,637 | 1,840 | | \$0,125 | (9) | 3,103 | (3) | 4,070 | 427 | 100.0 | 0.9 | | \$48.0 | (8) | 17.0 | (9) | 21.0 | 2.3 | |
| Terra cotta | 12 | 3,085 | (10) | | (10) | | (10) | | \$3,085 | | 100.0 | (10) | | (10) | | \$160.0 | | | | |
| Clay products (except pottery) not elsewhere classified | 99 | 4,599 | | (11) | 1,425 | | 11,010 | | \$1,287 | 802 | 100.0 | | (11) | 31.1 | | 122.1 | | \$28.0 | 18.8 | |
| Miscellaneous Nonmetallic Mineral Products | | | | | | | | | | | | | | | | | | | | |
| Abrasive wheels, stones, paper, cloth, and related products | 124 | 71,940 | 25,447 | | 14,021 | 1,406 | 635 | 3,835 | 25,000 | | 100.0 | 35.4 | | 20.7 | 2.0 | .9 | 5.3 | 35.7 | | |
| Asbestos products (except steam packing and pipe and boiler covering) | 79 | 59,557 | 32,978 | | 11,553 | 190 | 855 | 973 | 12,064 | 38 | 100.0 | 55.4 | | 19.4 | .3 | 1.5 | 1.6 | 21.8 | (12) | |
| Minerals and earths (ground or otherwise treated) | 226 | 37,991 | 7,932 | | 2,979 | 62 | 350 | 2,307 | 24,060 | 205 | 100.0 | 20.9 | | 7.8 | .2 | .0 | 6.1 | 63.3 | .8 | |
| Natural graphite (ground and refined) | 6 | 1,584 | | | 88 | | (13) | 22 | \$1,474 | | 100.0 | | | 5.5 | | (11) | 1.4 | \$93.1 | | |
| Nonclay refractories | 45 | 23,571 | 17,524 | | \$1,151 | (14) | (14) | 231 | 9,665 | | 100.0 | 61.4 | | \$4.0 | (14) | .8 | 33.8 | | | |
| Sand-lime brick, block and tile | 27 | 2,040 | | | 1,210 | | 293 | | 358 | 200 | 100.0 | | | 59.8 | | 12.9 | | 17.5 | 0.8 | |
| Statuary and art goods (except stone and concrete)—factory production | 120 | 3,055 | (15) | \$631 | 1,000 | | 652 | | 1,274 | 188 | 100.0 | (15) | \$14.5 | | 27.4 | | 18.1 | | 34.0 | 5.1 |
| Steam and other packing, pipe and boiler covering | 132 | 30,880 | 5,008 | | 12,784 | 389 | 188 | 643 | 20,066 | 112 | 100.0 | 12.8 | | 32.0 | 1.0 | .5 | 1.0 | 51.8 | .3 | |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

³ Sales to export intermediaries and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.

⁴ Direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.

⁵ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.

⁶ Interplant transfers included to avoid disclosure.

⁷ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.

⁸ Sales to export intermediaries combined with sales to wholesalers and jobbers to avoid disclosure.

⁹ Sales to or through own wholesale branches or offices and to wholesalers and jobbers combined with sales to industrial, etc., users to avoid disclosure.

¹⁰ Sales to or through own wholesale branches or offices and to retailers combined with sales to industrial, etc., users to avoid disclosure.

¹¹ Sales to or through own retail stores combined with sales to retailers to avoid disclosure.

¹² Less than one-tenth of 1 percent.

¹³ Interplant transfers and sales to retailers combined with sales to industrial, etc., users to avoid disclosure.

¹⁴ Sales to export intermediaries and to retailers combined with sales to wholesalers and jobbers to avoid disclosure.

¹⁵ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| STONE, CLAY, AND GLASS PRODUCTS | DISTRIBUTED SALES | | | | | | | | | | | | INTERPLANT TRANSFERS | | | TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS | | | |
|---|------------------------------------|-------------------------|---|------------------|---|------------------|---|------------------|---|------------------|-------------------------------------|------------------|------------------------------------|------------------|------------------------------------|--|-----------------|-------------------|--------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | | To industrial, etc., users ¹ | | To consumers at retail ² | | Number of establishments reporting | Amount | Number of establishments reporting | Amount | | | |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | | | | | Total reporting | Using exclusively | Amount |
| | | | | | | | | | | | | | | | | | | | |
| Cement | 154 | \$186,282 | \$72,867 | 39.1 | \$74,575 | 40.1 | \$1,044 | 1.0 | \$30,896 | 10.8 | ----- | ----- | 13 | ----- | \$337 | 154 | \$186,610 | | |
| Concrete, Gypsum, and Plaster Products | 2,000 | 138,524 | 7,257 | 5.2 | 17,366 | 12.6 | (³) | (³) | 100,747 | 72.7 | \$13,164 | 9.5 | 21 | ----- | 89 | 2,000 | 138,613 | | |
| Concrete products..... | 08 | 45,480 | 30,782 | 67.7 | 12,000 | 26.4 | (³) | (³) | 2,098 | 5.9 | ----- | ----- | 30 | ----- | 4,581 | 08 | 50,070 | | |
| Gypsum products..... | 268 | 37,000 | 4,146 | 11.2 | 12,044 | 32.6 | 67 | .1 | 10,102 | 51.6 | ----- | ----- | 31 | 1 | 1,128 | 268 | 38,128 | | |
| Lime..... | 58 | 8,310 | 1,902 | 22.9 | 3,308 | 40.4 | 18 | .2 | 3,020 | 36.3 | ----- | ----- | (³) | (³) | (⁴) | 58 | 8,310 | | |
| Mineral wool..... | 123 | 38,465 | 16,102 | 42.1 | 15,010 | 39.0 | 1,012 | 4.2 | 5,441 | 14.1 | 210 | .6 | 8 | 1 | 611 | 123 | 39,076 | | |
| Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition..... | 1,208 | 75,422 | 6,118 | 8.1 | 24,132 | 32.0 | 175 | .2 | 33,024 | 45.0 | 11,073 | 14.7 | 13 | ----- | 1,303 | 1,208 | 76,815 | | |
| Cut-Stone and Stone Products | 37 | 110,086 | 73,132 | 65.9 | 15,485 | 13.9 | 858 | .8 | 21,511 | 10.4 | ----- | ----- | (³) | (³) | (⁴) | 37 | 110,986 | | |
| Monuments, tombstones, cut-stone, and stone products not elsewhere classified..... | 543 | 53,940 | 8,807 | 16.4 | 26,308 | 48.8 | 285 | .5 | 17,129 | 31.8 | 1,351 | 2.5 | (³) | (³) | (⁴) | 543 | 53,940 | | |
| Flat Glass | 76 | 147,808 | 56,540 | 38.2 | 21,048 | 14.3 | 702 | .5 | 60,020 | 40.7 | 408 | .3 | 8 | 1 | 2,045 | 76 | 149,813 | | |
| Flat glass..... | 110 | 90,425 | 12,225 | 13.5 | 44,222 | 48.9 | 1,080 | 2.2 | 31,740 | 35.1 | 240 | .3 | 13 | 5 | 8,034 | 110 | 98,459 | | |
| Glass Products Made of Purchased Glass | 24 | 2,460 | ----- | ----- | 2,415 | 98.2 | ----- | ----- | 45 | 1.8 | ----- | ----- | ----- | ----- | ----- | 24 | 2,460 | | |
| Mirrors and other glass products made of purchased glass..... | 17 | 9,344 | ----- | ----- | 8,545 | 91.5 | ----- | ----- | 799 | 8.5 | ----- | ----- | ----- | ----- | ----- | 17 | 9,344 | | |
| Glassware, Pressed or Blown | 40 | 17,304 | ----- | ----- | 6,442 | 37.2 | 635 | 3.7 | 10,227 | 59.1 | ----- | ----- | 9 | 2 | 3,808 | 40 | 21,172 | | |
| Glass containers..... | 25 | 20,074 | 6,740 | 25.3 | 18,023 | 87.6 | 263 | 1.0 | 1,639 | 6.1 | ----- | ----- | 5 | ----- | 150 | 25 | 26,833 | | |
| Tableware, pressed or blown glass, and glassware not elsewhere classified..... | 31 | 27,738 | ----- | ----- | 26,277 | 94.8 | 851 | 1.3 | 94 | 4.3 | 1,016 | 3.0 | (³) | ----- | (⁴) | 31 | 27,738 | | |
| Pottery and Related Products | 151 | 17,025 | 520 | 3.1 | 11,594 | 68.0 | 47 | .3 | 4,081 | 24.0 | 788 | 4.6 | 5 | ----- | 64 | 151 | 17,089 | | |
| China firing and decorating (for the trade)..... | 784 | 81,770 | 5,905 | 7.3 | 40,701 | 49.8 | 507 | .6 | 30,327 | 37.1 | 4,240 | 5.2 | 38 | ----- | 292 | 784 | 82,062 | | |
| Hotel china..... | 104 | 42,901 | 12,361 | 28.8 | 2,870 | 6.7 | 960 | 2.2 | 26,647 | 62.1 | 63 | .2 | 11 | 1 | 180 | 104 | 43,081 | | |
| Porcelain electrical supplies..... | 49 | 18,227 | 1,043 | 10.7 | 9,620 | 52.7 | 196 | 1.1 | 6,307 | 35.1 | 71 | .4 | (³) | (³) | (⁴) | 49 | 18,227 | | |
| Vitreous-china plumbing fixtures..... | 18 | 1,830 | (³) | (³) | 81 | 1.7 | ----- | ----- | 1,799 | 98.3 | ----- | ----- | ----- | ----- | ----- | 18 | 1,830 | | |
| Whiteware..... | 12 | 3,085 | (³) | (³) | (³) | (³) | (³) | (³) | 4,076 | 21.9 | 427 | 2.3 | 8 | ----- | 114 | 12 | 3,085 | | |
| Pottery products not elsewhere classified..... | 90 | 4,500 | (³) | (³) | 2,441 | 53.2 | ----- | ----- | 1,287 | 28.0 | 862 | 18.8 | (³) | (³) | (⁴) | 90 | 4,500 | | |
| Structural Clay Products | 226 | 37,901 | 7,932 | 20.9 | 3,391 | 8.9 | 2,307 | 6.1 | 24,066 | 63.3 | 295 | .8 | 11 | ----- | 303 | 226 | 38,294 | | |
| Brick and hollow structural tile..... | 45 | 1,584 | ----- | ----- | 88 | 5.5 | 22 | 1.4 | 1,474 | 93.1 | ----- | ----- | (³) | (³) | (⁴) | 45 | 1,584 | | |
| Clay refractories, including refractory cement (clay)..... | 27 | 2,040 | 17,524 | 61.4 | 1,151 | 4.0 | 231 | .8 | 9,665 | 33.8 | ----- | ----- | 7 | 1 | 344 | 27 | 2,040 | | |
| Floor and wall tile (except quarry tile)..... | 126 | 3,655 | 531 | 14.5 | 1,662 | 45.5 | ----- | ----- | 1,274 | 34.0 | 188 | 5.1 | ----- | ----- | ----- | 126 | 3,655 | | |
| Roofing tile..... | 132 | 30,880 | 5,098 | 12.8 | 13,361 | 33.5 | 643 | 1.6 | 20,666 | 51.8 | 112 | .3 | 5 | 2 | 376 | 132 | 40,256 | | |
| Sewer pipe and kindred products..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Terra cotta..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Clay products (except pottery) not elsewhere classified..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Miscellaneous Nonmetallic Mineral Products | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Abrasive wheels, stones, paper, cloth, and related products..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Asbestos products (except steam packing and pipe and boiler covering)..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Minerals and earths (ground or otherwise treated)..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Natural graphite (ground and refined)..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Nonclay refractories..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Sand-lime brick, block and tile..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Statuary and art goods (except stone and concrete)—factory production..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| Steam and other packing, pipe and boiler covering..... | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.⁴ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁵ Omitted to avoid disclosure.⁶ Sales to or through manufacturer-owned-and-operated outlets and to wholesalers and jobbers combined with sales to industrial, etc., users to avoid disclosure.⁷ Sales to or through manufacturer-owned-and-operated outlets and to "Other business concerns in the United States" combined with sales to industrial, etc., users to avoid disclosure.⁸ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.⁹ Less than one-tenth of 1 percent.¹⁰ Includes interplant transfers and sales to retailers.

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| STONE, CLAY, AND GLASS PRODUCTS | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER - OWNED - AND - OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | | |
|---|---|-----------|---|--------|---------------|------------------|---|------------------|------------------------------|------------------|--------------------------------------|------------------|----------------------------------|------------------|--------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | | |
| | | | Number of establishments reporting | Amount | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| Cement | | | | | | | | | | | | | | | |
| Cement: | | | | | | | | | | | | | | | |
| 1939 | 154 | \$184,338 | \$72,867 | 39.0 | | | \$32,125 | 17.4 | \$42,450 | 23.0 | \$30,896 | 20.0 | | | |
| 1935 | 148 | 114,648 | 27,382 | 23.9 | | | 28,564 | 24.9 | 20,419 | 25.7 | 20,193 | 25.5 | | | |
| 1929 | 160 | 255,604 | 16,037 | 6.3 | | | 190,639 | 76.0 | (*) | (*) | 42,078 | 10.8 | | | |
| Concrete, Gypsum, and Plaster Products | | | | | | | | | | | | | | | |
| Concrete products: | | | | | | | | | | | | | | | |
| 1939 | 2,000 | 138,624 | 2,358 | 1.7 | \$4,899 | 3.5 | \$10,464 | 7.6 | 0,902 | 5.0 | 100,747 | 72.7 | \$13,154 | 9.5 | |
| 1935 | 1,103 | 47,447 | 1,224 | 2.6 | 267 | .5 | 5,003 | 10.7 | 4,650 | 9.8 | 30,025 | 63.2 | 5,310 | 11.2 | |
| 1929 | 2,438 | 92,720 | 2,779 | 3.0 | (*) | (*) | 10,553 | 17.8 | (*) | (*) | 73,397 | 79.2 | (*) | (*) | |
| Gypsum products; mineral wool; wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition: | | | | | | | | | | | | | | | |
| 1939 | 240 | 90,043 | 48,870 | 53.9 | | | 25,432 | 28.1 | 4,053 | 5.5 | 11,150 | 12.3 | 223 | .2 | |
| Gypsum products | | | | | | | | | | | | | | | |
| Mineral wool | 68 | 45,489 | 30,782 | 67.7 | | | 9,002 | 21.1 | 2,407 | 5.3 | 2,698 | 5.9 | | | |
| Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition | 123 | 39,853 | 10,102 | 43.9 | (*) | (*) | 12,800 | 35.0 | 2,120 | 5.7 | 5,441 | 14.8 | 210 | .6 | |
| 1935 | 184 | 48,013 | 20,129 | 41.9 | | | 15,315 | 31.0 | 0,241 | 13.0 | 5,078 | 12.5 | 350 | .7 | |
| 1929 | 236 | 70,063 | 5,400 | 7.7 | (*) | (*) | 50,201 | 79.5 | (*) | (*) | 9,002 | 12.8 | (*) | (*) | |
| Lime: | | | | | | | | | | | | | | | |
| 1939 | 208 | 36,943 | 4,146 | 11.2 | (*) | (*) | 7,130 | 19.3 | 4,005 | 13.3 | 10,102 | 27.3 | 1,651 | 4.5 | |
| 1935 | 182 | 22,016 | 2,360 | 10.4 | (*) | (*) | 5,438 | 24.1 | 3,510 | 15.5 | 10,909 | 49.2 | 403 | 1.8 | |
| 1929 | 237 | 35,816 | 3,312 | 9.2 | | | 9,983 | 27.9 | 0,040 | 25.3 | 13,472 | 37.6 | | | |
| Cut-Stone and Stone Products | | | | | | | | | | | | | | | |
| Monuments, tombstones, cut-stone, and stone products not elsewhere classified: | | | | | | | | | | | | | | | |
| 1939 | 1,208 | 75,247 | 2,020 | 2.7 | 4,002 | 5.4 | 8,120 | 10.8 | 10,012 | 21.3 | 33,024 | 43.1 | 11,073 | 14.7 | |
| 1935 | 1,304 | 54,004 | 1,515 | 2.8 | 740 | 1.4 | 3,683 | 6.7 | 13,723 | 26.1 | 18,174 | 33.3 | 10,700 | 30.7 | |
| 1929 | 1,627 | 181,098 | 8,611 | 4.7 | (*) | (*) | 61,377 | 33.8 | (*) | (*) | 80,001 | 47.3 | 25,700 | 14.2 | |
| Glass | | | | | | | | | | | | | | | |
| Flat glass; glass containers; and tableware, pressed or blown glass, and glassware not elsewhere classified: | | | | | | | | | | | | | | | |
| 1939 | 223 | 345,079 | 141,897 | 41.0 | | | 53,297 | 16.0 | 22,458 | 6.5 | 122,280 | 35.4 | 747 | .2 | |
| Flat glass | | | | | | | | | | | | | | | |
| Glass containers | 37 | 110,128 | 73,132 | 66.4 | | | 15,485 | 14.1 | (*) | (*) | 21,511 | 19.5 | | | |
| Tableware, pressed or blown glass, and glassware not elsewhere classified | 76 | 147,106 | 50,540 | 38.4 | | | 18,011 | 12.0 | 2,137 | 1.5 | 69,020 | 46.9 | 498 | .3 | |
| 1935 | 110 | 88,445 | 12,225 | 13.8 | | | 23,001 | 27.0 | 20,321 | 23.0 | 31,740 | 35.9 | 240 | .3 | |
| 1929 | 201 | 271,082 | 118,035 | 43.5 | | | 45,534 | 16.8 | 22,908 | 8.5 | 85,955 | 31.0 | 590 | .2 | |
| 1929 | 255 | 287,240 | (1) | (1) | 1,383 | .5 | 151,822 | 52.9 | 22,728 | 7.9 | 111,313 | 38.7 | (?) | (?) | |
| Glass Products Made of Purchased Glass | | | | | | | | | | | | | | | |
| Mirrors and other glass products made of purchased glass: | | | | | | | | | | | | | | | |
| 1939 | 543 | 53,655 | 8,108 | 15.2 | 609 | 1.3 | 12,384 | 23.1 | 13,924 | 26.0 | 17,129 | 31.9 | 1,351 | 2.5 | |
| 1935 | 493 | 46,686 | 15,322 | 32.8 | 154 | .3 | 8,191 | 17.6 | 11,403 | 24.4 | 10,916 | 23.4 | 890 | 1.9 | |
| 1929 | 304 | 31,890 | 1,983 | 6.2 | 215 | .7 | 10,315 | 32.3 | 0,897 | 21.3 | 12,010 | 37.7 | 500 | 1.8 | |
| Pottery and Related Products | | | | | | | | | | | | | | | |
| China firing and decorating (for the trade): | | | | | | | | | | | | | | | |
| 1939 | 24 | 2,400 | | | | | 423 | 17.2 | 1,992 | 81.0 | 45 | 1.8 | | | |
| 1935 | 19 | 1,476 | | | | | 111 | 7.5 | 1,338 | 90.7 | 27 | 1.8 | | | |
| 1929 | 16 | 1,246 | | | | | 446 | 35.8 | 800 | 64.2 | | | | | |
| Vitreous-china plumbing fixtures; hotel china; whiteware; porcelain electrical supplies; and pottery products not elsewhere classified: | | | | | | | | | | | | | | | |
| 1939 | 204 | 90,780 | 7,048 | 7.3 | 221 | .2 | 40,004 | 42.3 | 20,977 | 31.0 | 16,840 | 17.4 | 1,700 | 1.8 | |
| Hotel china | | | | | | | | | | | | | | | |
| Porcelain electrical supplies | 17 | 9,344 | | | | | 8,258 | 88.4 | 287 | 3.1 | 799 | 8.5 | | | |
| Vitreous-china plumbing fixtures | 40 | 16,690 | | | | | 5,126 | 30.7 | 1,310 | 7.9 | 10,227 | 61.4 | | | |
| Whiteware | 25 | 26,411 | 6,749 | 25.6 | | | 10,143 | 61.1 | 1,880 | 7.1 | 1,039 | 6.2 | | | |
| Pottery products not elsewhere classified | 31 | 27,387 | | | | | 5,732 | 20.9 | 20,545 | 75.0 | 84 | .4 | 1,016 | 3.7 | |
| 1935 | 151 | 16,078 | 299 | 1.8 | 221 | 1.3 | 5,645 | 33.3 | 5,940 | 35.0 | 4,081 | 24.0 | 733 | 4.6 | |
| 1929 | 239 | 63,033 | 3,433 | 5.4 | 483 | .8 | 24,404 | 38.7 | 21,729 | 34.5 | 12,726 | 20.2 | 258 | .4 | |
| 1929 | 313 | 116,405 | 17,262 | 14.8 | (12) | (12) | 49,487 | 42.5 | 27,651 | 23.8 | 21,680 | 18.5 | 435 | .4 | |

See footnotes at end of table.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| STONE, CLAY, AND GLASS PRODUCTS | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER - OWNED - AND - OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|---|---|-----------|---|------------------|---------------|------------------|---|------------------|------------------------------|------------------|--------------------------------------|------------------|----------------------------------|------------------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | Number of establishments reporting | Amount | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| Structural Clay Products and Nonclay Refractories | | | | | | | | | | | | | | |
| Clay products and nonclay refractories: 1939..... | 1,234 | \$107,717 | \$39,046 | 10.7 | \$533 | 0.3 | \$51,611 | 20.1 | \$17,581 | 8.0 | \$83,283 | 42.1 | \$5,063 | 2.0 |
| Brick and hollow structural tile..... | 784 | 81,203 | 5,372 | 6.6 | 533 | .7 | 20,812 | 30.7 | 10,979 | 13.5 | 30,327 | 37.3 | 4,240 | 5.2 |
| Clay refractories, including refractory cement (clay)..... | 164 | 41,941 | 12,361 | 20.5 | | | 2,469 | 5.9 | 401 | .9 | 26,047 | 63.5 | 63 | .2 |
| Floor and wall tile (except quarry tile)..... | 49 | 18,031 | 1,943 | 10.8 | | | 7,029 | 42.3 | 1,901 | 11.0 | 8,307 | 35.5 | 71 | .4 |
| Nonclay refractories..... | 45 | 28,340 | 17,524 | 61.8 | | | 1,151 | 4.1 | (4) | (4) | 9,665 | 34.1 | | |
| Roofing tile..... | 16 | 1,830 | (13) | (13) | | | (13) | (13) | 31 | 1.7 | 1,799 | 98.3 | | |
| Sewer pipe and kindred products..... | 65 | 18,637 | 1,346 | 9.9 | | | 9,125 | 48.9 | 3,103 | 17.0 | 4,070 | 21.9 | 427 | 2.3 |
| Terra cotta..... | 12 | 3,085 | (14) | (14) | | | | | (14) | (14) | 3,085 | 100.0 | | |
| Clay products (except pottery) not elsewhere classified..... | 99 | 4,500 | | | (15) | (15) | 1,425 | 31.1 | 12,010 | 22.1 | 1,287 | 28.0 | 802 | 18.8 |
| 1935..... | 979 | 101,558 | 9,537 | 9.4 | | | 22,926 | 22.6 | 11,138 | 11.0 | 54,801 | 54.0 | 3,066 | 3.0 |
| 1929..... | 1,749 | 302,130 | 19,740 | 6.5 | (6) | (6) | 129,079 | 42.7 | (7) | (7) | 153,317 | 50.8 | (7) | (7) |
| Miscellaneous Nonmetallic Mineral Products | | | | | | | | | | | | | | |
| Abrasive wheels, stones, paper, cloth, and related products: | | | | | | | | | | | | | | |
| 1939..... | 124 | 68,105 | 25,447 | 37.4 | | | 16,327 | 24.0 | 635 | .9 | 25,690 | 37.7 | | |
| 1935..... | 87 | 48,662 | 23,395 | 47.8 | | | 5,799 | 11.8 | 543 | 1.1 | 19,225 | 39.3 | | |
| 1929..... | 78 | 40,373 | | | | | 18,414 | 37.3 | 481 | .9 | 30,528 | 61.8 | | |
| Asbestos products (except steam packing and pipe and boiler covering); and steam and other packing, pipe and boiler covering: | | | | | | | | | | | | | | |
| 1939..... | 211 | 97,821 | 38,070 | 38.9 | | | 24,922 | 25.5 | 1,043 | 1.1 | 33,630 | 34.4 | 150 | .1 |
| Asbestos products (except steam packing and pipe and boiler covering): | | | | | | | | | | | | | | |
| 1939..... | 79 | 58,584 | 32,078 | 50.3 | | | 11,740 | 20.1 | 855 | 1.5 | 12,964 | 22.1 | 38 | (16) |
| Steam and other packing, pipe and boiler covering..... | 132 | 30,237 | 5,698 | 13.0 | | | 13,173 | 33.6 | 188 | .5 | 20,660 | 52.0 | 112 | .3 |
| 1935..... | 184 | 66,020 | 19,170 | 20.0 | | | 19,580 | 29.7 | 1,976 | 3.0 | 24,935 | 37.8 | 353 | .5 |
| Asbestos products (except steam packing and pipe and boiler covering): | | | | | | | | | | | | | | |
| 1939..... | 88 | 40,022 | 17,690 | 44.2 | | | 10,183 | 25.4 | 1,222 | 3.1 | 10,655 | 26.0 | 272 | .7 |
| Steam and other packing, pipe and boiler covering..... | 110 | 25,998 | 1,480 | 5.7 | | | 9,397 | 30.1 | 754 | 2.9 | 14,280 | 55.0 | 81 | .3 |
| 1929..... | 238 | 101,401 | 28,214 | 27.8 | | | 38,970 | 38.4 | (4) | (4) | 34,277 | 33.8 | | |
| Minerals and earths (ground or otherwise treated): | | | | | | | | | | | | | | |
| 1939..... | 225 | 35,684 | 7,932 | 22.3 | | | 3,041 | 8.5 | 350 | 1.0 | 24,066 | 67.4 | 205 | .8 |
| 1935..... | 163 | 20,200 | 2,703 | 13.3 | | | 1,808 | 8.9 | 92 | .5 | 15,697 | 77.3 | | |
| Natural graphite (ground and refined): | | | | | | | | | | | | | | |
| 1939..... | 6 | 1,502 | | | | | 88 | 5.8 | (10) | (10) | 1,474 | 94.4 | | |
| 1935..... | 9 | 2,108 | | | | | 148 | 7.0 | (4) | (4) | 1,000 | 93.0 | | |
| Sand-lime brick, block and tile: | | | | | | | | | | | | | | |
| 1939..... | 27 | 2,040 | | | | | 1,219 | 59.8 | 293 | 12.0 | 358 | 17.5 | 200 | 9.8 |
| 1935..... | 19 | 709 | | | | | 425 | 59.9 | 103 | 23.0 | 121 | 17.1 | | |
| 1929..... | 40 | 3,146 | | | | | 1,049 | 62.4 | (4) | (4) | 1,497 | 47.0 | (7) | (7) |
| Statuary and art goods (except stone and concrete)—factory production: | | | | | | | | | | | | | | |
| 1939..... | 120 | 3,655 | (17) | (17) | 17,531 | 17.4 | 1,000 | 27.4 | 662 | 18.1 | 1,274 | 34.0 | 188 | 5.1 |
| 1935..... | 102 | 2,823 | 208 | 9.5 | (18) | (18) | 493 | 17.4 | 13,575 | 20.3 | 970 | 34.5 | 516 | 18.3 |
| 1929..... | 165 | 9,559 | (11) | (11) | | | 1,279 | 13.4 | 1,130 | 11.8 | 6,303 | 65.9 | 847 | 8.9 |

¹ Export intermediaries included for comparative purposes.
² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
³ Includes farmers, household consumers, and employees at retail.
⁴ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.
⁵ Direct export sales included to avoid disclosure.
⁶ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.
⁷ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.
⁸ Interplant transfers included to avoid disclosure.
⁹ Sales to or through own retail stores combined with sales to industrial, etc., users to avoid disclosure.
¹⁰ Revised for comparative purposes, see explanation, p. 2.
¹¹ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.
¹² Sales to or through own retail stores combined with sales to retailers to avoid disclosure.
¹³ Sales to or through own wholesale branches or offices and wholesalers and jobbers combined with sales to industrial, etc., users to avoid disclosure.
¹⁴ Sales to or through own wholesale branches or offices and to retailers combined with sales to industrial, etc., users to avoid disclosure.
¹⁵ Less than one-tenth of 1 percent.
¹⁶ Sales to retailers and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
¹⁷ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

| STONE, CLAY, AND GLASS PRODUCTS | Number of establishments reporting distributed sales and transfers | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | | |
|--|--|--|-------------------|---|---------------------|---------------|---------------------|---|---------------------|-----------------------|---------------------|------------------------------|---|--------|------------------------|--------------------------------------|----------------------------------|---------------------|-----|
| | | ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹ | | To or through manufacturer-owned and-operated outlets | | | | To other business concerns in the United States, for resale | | | | | Export, direct to buyers in other countries | | To users and consumers | | | | |
| | | Number | Using exclusively | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | Number | Selling exclusively | Industrial, etc., users ³ | Consumers at retail ⁴ | | |
| | | | | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | | | | Number | Selling exclusively | |
| Cement | 154 | 13 | 154 | 00 | 48 | | | 30 | 2 | 6 | | | 58 | 1 | 13 | | | | |
| Concrete, Gypsum, and Plaster Products | | | | | | | | | | | | | | | | | | | |
| Concrete products | 2,009 | 21 | 2,009 | 10 | 5 | 80 | 54 | \$ 430 | \$ 127 | (9) | (9) | 423 | 186 | (9) | (9) | 1,255 | 771 | 670 | 215 |
| Gypsum products | 68 | 30 | 68 | 35 | 32 | | | \$ 25 | \$ 11 | | | 15 | 2 | (9) | (9) | 15 | 4 | | |
| Lint | 280 | 31 | 280 | 22 | 7 | (7) | (7) | 100 | 10 | 7 | 1 | 78 | 4 | 12 | 5 | 108 | 34 | 130 | 38 |
| Mineral wool | 58 | (9) | 58 | 7 | 5 | (7) | (7) | 40 | 12 | | | 15 | 2 | | | 34 | 9 | | |
| Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition | 124 | 8 | 123 | 7 | 10 | (7) | (7) | 00 | 23 | 7 | | 35 | 10 | 11 | | 54 | 24 | 18 | 5 |
| Cut-Stone and Stone Products | | | | | | | | | | | | | | | | | | | |
| Monuments, tombstones, cut-stone, and stone products not elsewhere classified | 1,203 | 13 | 1,203 | 25 | 14 | 77 | 61 | 184 | 80 | 7 | | 253 | 143 | 10 | | 420 | 286 | 487 | 303 |
| Flat Glass | | | | | | | | | | | | | | | | | | | |
| Flat glass | 37 | (9) | 37 | 17 | 8 | | | \$ 24 | \$ 11 | | | (9) | (9) | 8 | | \$ 15 | \$ 1 | | |
| Glass Products Made of Purchased Glass | | | | | | | | | | | | | | | | | | | |
| Mirrors and other glass products made of purchased glass | 543 | (9) | 543 | 7 | 5 | 16 | 0 | 215 | 80 | 13 | | 104 | 71 | 17 | | \$ 300 | \$ 151 | 118 | 13 |
| Glassware, Pressed or Blown | | | | | | | | | | | | | | | | | | | |
| Glass containers | 77 | 8 | 76 | 20 | 16 | | | 38 | 0 | 12 | | 0 | | 10 | | 48 | 11 | 5 | |
| Tableware, pressed or blown glass, and glassware not elsewhere classified | 115 | 13 | 110 | 6 | 3 | | | 82 | 31 | 8 | | 43 | 7 | 33 | | 48 | 10 | 10 | |
| Pottery and Related Products | | | | | | | | | | | | | | | | | | | |
| China firing and decorating (for the trade) | 24 | | 24 | | | | | 10 | 7 | | | 13 | 10 | | | 3 | 3 | | |
| Hotel china | 17 | | 17 | | | | | 10 | 10 | | | 4 | | | | 6 | | | |
| Porcelain electrical supplies | 42 | 0 | 40 | | | | | 10 | 3 | 3 | | 0 | 1 | 15 | | 33 | 14 | | |
| Vitreous-china plumbing fixtures | 25 | 5 | 25 | 7 | | | | 10 | 3 | 13 | | 7 | | 0 | | 6 | 1 | | |
| Whiteware | 31 | (9) | 31 | | | | | 10 | | | | 30 | 8 | 0 | | \$ 4 | 1 | 7 | |
| Pottery products not elsewhere classified | 151 | 5 | 151 | 4 | | 6 | 1 | 70 | 22 | 0 | | 81 | 31 | 0 | | 50 | 23 | 20 | 2 |
| Structural Clay Products | | | | | | | | | | | | | | | | | | | |
| Brick and hollow structural tile | 784 | 38 | 784 | 40 | 20 | 12 | 2 | 380 | 108 | 5 | 1 | 237 | 10 | 12 | | 491 | 128 | 202 | 28 |
| Clay refractories, including refractory cement (clay) | 165 | 11 | 164 | 30 | 32 | | | \$ 52 | \$ 5 | (10) | (10) | 10 | | 27 | | 125 | 55 | 8 | |
| Floor and wall tile (except quarry tile) | 49 | (9) | 49 | 8 | 1 | | | 28 | 5 | 5 | | 10 | 1 | 8 | | \$ 30 | \$ 7 | 4 | |
| Roofing tile | 16 | | 16 | (11) | | | | (11) | (11) | | | 4 | 1 | | | \$ 15 | \$ 11 | | |
| Sewer pipe and kindred products | 65 | 8 | 65 | 9 | 3 | | | \$ 47 | \$ 12 | (9) | (9) | 20 | | (9) | (9) | 41 | 3 | 33 | |
| Terra cotta | 12 | | 12 | (12) | (12) | | | | | | | (12) | | (12) | | \$ 12 | \$ 12 | | |
| Clay products (except pottery) not elsewhere classified | 90 | (9) | 90 | | | (13) | (13) | 37 | 8 | | | \$ 38 | \$ 3 | | | \$ 31 | \$ 10 | 04 | 23 |
| Miscellaneous Nonmetallic Mineral Products | | | | | | | | | | | | | | | | | | | |
| Abrasive wheels, stones, paper, cloth, and related products | 124 | 5 | 124 | 15 | 2 | | | 77 | 15 | 20 | | 15 | | 30 | | 103 | 36 | | |
| Asbestos products (except steam packing and pipe and boiler covering) | 70 | 10 | 70 | 20 | 10 | | | 40 | 14 | 14 | | 22 | 7 | 9 | | 38 | 10 | 3 | 3 |
| Minerals and earths (ground or otherwise treated) | 226 | 11 | 226 | 19 | 18 | | | 56 | 12 | 6 | | 10 | 2 | 37 | 1 | 184 | 114 | 16 | 3 |
| Natural graphite (ground and refined) | 6 | (14) | 6 | | | | | 3 | | | | (14) | (14) | 3 | | \$ 6 | \$ 2 | | |
| Nonclay refractories | 46 | 7 | 45 | 10 | 14 | | | \$ 8 | \$ 3 | (15) | (15) | (14) | (14) | 8 | | 28 | 17 | | |
| Sand-lime brick, block and tile | 27 | | 27 | | | | | 0 | 5 | | | 13 | 3 | | | 15 | 4 | 0 | 2 |
| Statuary and art goods (except stone and concrete)—factory production | 126 | | 126 | (16) | (16) | 16 | 4 | 16 | 3 | | | 46 | 22 | | | 45 | 31 | 8 | 4 |
| Steam and other packing, pipe and boiler covering | 134 | 5 | 132 | 15 | 2 | | | 77 | 14 | 10 | | 15 | | 24 | | 90 | 41 | 0 | 1 |

¹ See definition for "Interplant transfers," p. 3.
² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."
³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
⁴ Includes farmers, household consumers, and employees at retail.
⁵ Establishments reporting sales to export intermediaries and direct export sales combined with wholesalers and jobbers to avoid disclosure.
⁶ Establishments reporting direct export sales combined with wholesalers and jobbers to avoid disclosure.
⁷ Establishments reporting sales to or through own retail stores combined with own wholesale branches or offices to avoid disclosure.
⁸ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.
⁹ Establishments reporting sales to retailers combined with wholesalers and jobbers to avoid disclosure.
¹⁰ Establishments reporting sales to export intermediaries combined with wholesalers and jobbers to avoid disclosure.
¹¹ Establishments reporting sales to or through own wholesale branches or offices and wholesalers and jobbers combined with industrial, etc., users to avoid disclosure.
¹² Establishments reporting sales to or through own wholesale branches or offices and retailers combined with industrial, etc., users to avoid disclosure.
¹³ Establishments reporting sales to or through own retail stores combined with retailers to avoid disclosure.
¹⁴ Establishments reporting interplant transfers and sales to retailers combined with industrial, etc., users to avoid disclosure.
¹⁵ Establishments reporting sales to export intermediaries and retailers combined with wholesalers and jobbers to avoid disclosure.
¹⁶ Establishments reporting sales to or through own wholesale branches or offices combined with own retail stores to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

| STONE, CLAY, AND GLASS PRODUCTS | Value of products ¹ | INVENTORY ¹ (FINISHED PRODUCTS) | | Purchased merchandise sold without processing (+) | Receipts for contract and repair work ¹ (-) | Value of products not distributed (-) | Interplant transfers (-) | Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G) | Total distributed sales reported | Total number of establishments ¹ | NUMBER OF ESTABLISHMENTS REPORTING | | | | | | | |
|---|--------------------------------|--|----------------------|---|--|---------------------------------------|--------------------------|--|----------------------------------|---|------------------------------------|--------------------------|--------------------------------|-----------------------|---|---|---|-------|
| | | Beginning of year 1939 (+) | End of year 1939 (-) | | | | | | | | Exclusive contract work | No distribution of sales | Exclusive interplant transfers | Distribution of sales | | | | |
| | | | | | | | | | | | | | | | A | B | C | D | E | F | G |
| Cement | | | | | | | | | | | | | | | | | | |
| Cement..... | \$192,611 | \$21,117 | \$20,304 | \$1,400 | | \$6,320 | \$337 | \$188,170 | \$186,282 | 160 | | 0 | | | | | | 154 |
| Concrete, Gypsum, and Plaster Products | | | | | | | | | | | | | | | | | | |
| Concrete products..... | 130,303 | 6,504 | 6,809 | 7,955 | \$637 | 1,220 | 80 | 136,007 | 138,524 | 2,040 | | 31 | | | | | | 2,009 |
| Gypsum products..... | 48,242 | 1,666 | 1,740 | 3,943 | | | 4,581 | 45,521 | 45,489 | 68 | | | | | | | | 68 |
| Lime..... | 36,971 | 1,166 | 1,188 | 840 | | | 1,128 | 36,067 | 37,000 | 269 | | | | | | | | 268 |
| Mineral wool..... | 8,238 | 256 | 313 | 108 | | | (?) | 8,340 | 8,319 | 58 | | | | | | | | 58 |
| Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition..... | 35,754 | 2,485 | 2,385 | 3,331 | | | | | | | | | | | | | | 1 |
| Cut-Stone and Stone Products | | | | | | | | | | | | | | | | | | |
| Monuments, tombstones, cut-stone, and stone products not elsewhere classified..... | 75,812 | 6,685 | 6,636 | 3,120 | 540 | 1,620 | 1,393 | 75,413 | 75,422 | 1,244 | | 36 | | | | | | 1,208 |
| Flat Glass | | | | | | | | | | | | | | | | | | |
| Flat glass..... | 102,389 | 13,833 | 5,853 | 118 | | | (?) | 110,487 | 110,986 | 37 | | | | | | | | (?) |
| Glass Products Made of Purchased Glass | | | | | | | | | | | | | | | | | | |
| Mirrors and other glass products made of purchased glass..... | 40,886 | 2,161 | 2,210 | 4,945 | 440 | 595 | (?) | 53,738 | 53,940 | 557 | 4 | 10 | (?) | | | | | 543 |
| Glassware, Pressed or Blown | | | | | | | | | | | | | | | | | | |
| Glass containers..... | 158,272 | 20,418 | 22,210 | 1,740 | | | 2,045 | 156,175 | 147,808 | 77 | | | | | | | | 1 |
| Tableware, pressed or blown glass, and glassware not elsewhere classified..... | 97,317 | 9,244 | 8,614 | 302 | | | | 89,075 | 90,425 | 115 | | | | | | | | 5 |
| Pottery and Related Products | | | | | | | | | | | | | | | | | | |
| China firing and decorating (for the trade)..... | 2,334 | 212 | 239 | 175 | | | | 2,482 | 2,400 | 24 | | | | | | | | 24 |
| Hotel china..... | 9,360 | 1,477 | 1,405 | | | | | 9,342 | 9,344 | 17 | | | | | | | | 17 |
| Porcelain electrical supplies..... | 20,817 | 2,540 | 2,421 | 510 | | | 3,808 | 17,584 | 17,304 | 42 | | | | | | | | 2 |
| Vitreous-china plumbing fixtures..... | 21,979 | 3,593 | 2,306 | 3,634 | | | 159 | 26,741 | 26,674 | 25 | | | | | | | | 25 |
| Whiteware..... | 27,801 | 2,530 | 2,907 | 353 | | | (?) | 27,777 | 27,738 | 31 | | | | | | | | 31 |
| Pottery products not elsewhere classified..... | 10,593 | 2,431 | 2,414 | 426 | 8 | | 64 | 16,064 | 17,025 | 151 | | | | | | | | 151 |
| Structural Clay Products | | | | | | | | | | | | | | | | | | |
| Brick and hollow structural tile..... | 78,153 | 15,001 | 14,287 | 2,884 | | 1,243 | 262 | 80,216 | 81,770 | 800 | | 16 | | | | | | 784 |
| Clay refractories, including refractory cement (clay)..... | 42,191 | 8,498 | 8,098 | 469 | | | 180 | 42,850 | 42,901 | 165 | | | | | | | | 1 |
| Floor and wall tile (except quarry tile)..... | 17,059 | 2,581 | 2,558 | 451 | | | (?) | 18,138 | 18,227 | 49 | | | | | | | | (?) |
| Roofing tile..... | 1,825 | 400 | 424 | | | | | 1,801 | 1,830 | 16 | | | | | | | | 16 |
| Sewer pipe and kindred products..... | 18,296 | 3,866 | 4,041 | 577 | | | 114 | 18,684 | 18,637 | 65 | | | | | | | | 65 |
| Terra cotta..... | 3,175 | 484 | 510 | | | | | 3,140 | 3,085 | 12 | | | | | | | | 12 |
| Clay products (except pottery) not elsewhere classified..... | 4,450 | 693 | 626 | 213 | | | (?) | 4,730 | 4,500 | 99 | | | | | | | | (?) |
| Miscellaneous Nonmetallic Mineral Products | | | | | | | | | | | | | | | | | | |
| Abrasive wheels, stones, paper, cloth, and related products..... | 71,271 | 8,138 | 8,416 | 1,399 | 86 | | 1,043 | 71,263 | 71,940 | 124 | | | | | | | | 124 |
| Asbestos products (except steam packing and pipe and boiler covering)..... | 60,774 | 6,142 | 6,184 | 3,636 | 7 | | 5,930 | 58,431 | 59,557 | 79 | | | | | | | | 79 |
| Minerals and earths (ground or otherwise treated)..... | 38,963 | 2,529 | 2,406 | 818 | | 1,528 | 303 | 38,013 | 37,991 | 237 | | 11 | | | | | | 226 |
| Natural graphite (ground and refined)..... | 1,251 | 96 | 80 | 330 | | | (?) | 1,588 | 1,584 | 6 | | | | | | | | (?) |
| Nonclay refractories..... | 26,900 | 3,474 | 3,328 | 62 | | | 344 | 26,770 | 26,571 | 46 | | | | | | | | 1 |
| Sand-lime brick, block and tile..... | 1,916 | 80 | 81 | 74 | | | | 1,989 | 2,040 | 27 | | | | | | | | 27 |
| Statuary and art goods (except stone and concrete)—factory production..... | 3,440 | 311 | 304 | 314 | | | | 3,761 | 3,655 | 126 | | | | | | | | 126 |
| Steam and other packing, pipe and boiler covering..... | 37,170 | 2,767 | 2,856 | 3,450 | 21 | | 376 | 40,143 | 39,880 | 134 | | | | | | | | 2 |

¹ From Census of Manufactures.

² See explanation under "Correlation with Census of Manufactures," p. 2.

³ Omitted to avoid disclosure.

⁴ Interplant transfers included to avoid disclosure.

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

| STONE, CLAY, AND GLASS PRODUCTS | DISTRIBUTED SALES | | | | | | | | | | | | | | |
|---|-------------------|---|------------------|--------------------------|---------------------|-----------|---|------------------|-----------------|---------------------|--------|-------|-----|----|---|
| | 1939 | | | | | 1935 | | | | | | | | | |
| | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | Number of establishments | | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | | | | | | |
| | | Amount | Percent of total | Total reporting | Selling exclusively | | Amount | Percent of total | Total reporting | Selling exclusively | | | | | |
| Cement | | | | | | | | | | | | | | | |
| Cement..... | \$184,338 | (1) | (1) | (1) | (1) | \$114,548 | \$1,650 | 1.4 | 6 | | | | | | |
| Concrete, Gypsum, and Plaster Products | | | | | | | | | | | | | | | |
| Concrete products..... | \$138,524 | \$2,872 | 2.1 | 55 | 5 | 47,447 | 1,610 | 3.2 | 88 | 10 | | | | | |
| Gypsum products..... | \$45,480 | (1) | (1) | (1) | (1) | 48,013 | 3,200 | 6.8 | 24 | 5 | | | | | |
| Mineral wool..... | 8,301 | 1,154 | 13.0 | 10 | 1 | | | | | | | | | | |
| Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition..... | 36,853 | 2,784 | 7.5 | 7 | 1 | | | | | | | | | | |
| Lime..... | 30,943 | 2,928 | 7.1 | 39 | 4 | 22,010 | 2,000 | 8.8 | 38 | | | | | | |
| Cut-Stone and Stone Products | | | | | | | | | | | | | | | |
| Monuments, tombstones, cut-stone, and stone products not elsewhere classified..... | 75,247 | 5,622 | 7.5 | 65 | 5 | 54,004 | 5,590 | 10.2 | 100 | 12 | | | | | |
| Glass | | | | | | | | | | | | | | | |
| Flat glass..... | 110,128 | 4,693 | 4.3 | 4 | 3 | \$271,082 | 24,095 | 8.0 | 50 | 5 | | | | | |
| Glass containers..... | 147,106 | 12,657 | 8.0 | 16 | | | | | | | | | | | |
| Tableware, pressed or blown glass, and glassware not elsewhere classified..... | 88,445 | 10,415 | 18.0 | 43 | 5 | | | | | | | | | | |
| Glass Products Made of Purchased Glass | | | | | | | | | | | | | | | |
| Mirrors and other glass products made of purchased glass..... | 53,655 | 2,722 | 5.1 | 61 | 4 | 46,680 | 3,797 | 8.1 | 57 | 6 | | | | | |
| Pottery and Related Products | | | | | | | | | | | | | | | |
| China firing and decorating (for the trade)..... | 2,400 | (1) | (1) | (1) | (1) | 1,476 | 438 | 20.7 | 5 | 1 | | | | | |
| Hotel china..... | 9,344 | 440 | 4.7 | 3 | | | | | | | | | | | |
| Porcelain electrical supplies..... | 16,669 | 2,346 | 14.1 | 11 | 1 | 63,033 | 7,108 | 11.3 | 66 | 6 | | | | | |
| Vitreous-china plumbing fixtures..... | 26,411 | 1,382 | 5.2 | 5 | | | | | | | | | | | |
| Whiteware..... | 27,387 | 4,434 | 16.2 | 15 | | | | | | | | | | | |
| Pottery products not elsewhere classified..... | 10,978 | 1,234 | 7.3 | 21 | 4 | | | | | | | | | | |
| Structural Clay Products and Nonclay Refractories | | | | | | | | | | | | | | | |
| Brick and hollow structural tile..... | 81,263 | 11,929 | 14.7 | 107 | 15 | 101,553 | 3,093 | 3.0 | 105 | 7 | | | | | |
| Clay refractories, including refractory cement (clay)..... | 41,941 | 489 | 1.1 | 28 | | | | | | | | | | | |
| Floor and wall tile (except quarry tile)..... | 18,031 | 787 | 4.4 | 9 | | | | | | | | | | | |
| Nonclay refractories..... | 28,340 | 181 | .6 | 5 | | | | | | | | | | | |
| Roofing tile..... | 1,830 | | | | | | | | | | | | | | |
| Sewer pipe and kindred products..... | \$18,637 | 2,272 | 12.2 | 15 | | | | | | | | | | | |
| Terra cotta..... | 3,085 | (1) | (1) | (1) | (1) | | | | | | | | | | |
| Clay products (except pottery) not elsewhere classified..... | 4,500 | 100 | 2.4 | 2 | | | | | | | | | | | |
| Miscellaneous Nonmetallic Mineral Products | | | | | | | | | | | | | | | |
| Abrasive wheels, stones, paper, cloth, and related products..... | 68,105 | 3,693 | 5.4 | 31 | 1 | | | | | | 48,062 | 2,293 | 4.7 | 23 | 1 |
| Asbestos products (except steam packing and pipe and boiler covering)..... | 58,584 | 1,605 | 2.0 | 14 | 1 | 40,022 | 1,338 | 3.3 | 12 | | | | | | |
| Minerals and earths (ground or otherwise treated)..... | 35,684 | 3,061 | 8.0 | 38 | 12 | 20,260 | 1,740 | 8.0 | 35 | 4 | | | | | |
| Natural graphite (ground and refined)..... | 1,562 | (1) | (1) | (1) | (1) | 2,108 | 70 | 3.7 | 4 | | | | | | |
| Sand-lime brick, block and tile..... | 2,040 | | | | | 700 | (1) | (1) | (1) | | | | | | |
| Statuary and art goods (except stone and concrete)—factory production..... | 3,655 | 238 | 0.5 | 10 | | 2,828 | 176 | 0.2 | 12 | 2 | | | | | |
| Steam and other packing, pipe and boiler covering..... | 30,237 | 2,145 | 5.5 | 10 | 1 | 25,698 | 1,504 | 5.8 | 23 | | | | | | |

¹ Omitted to avoid disclosure.

² Direct export sales included to avoid disclosure.

³ Revised for comparative purposes, see explanation, p. 2.

Group 14. IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY

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ENAMELED-IRON SANITARY WARE AND OTHER PLUMBERS' SUPPLIES

CHART IA. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939

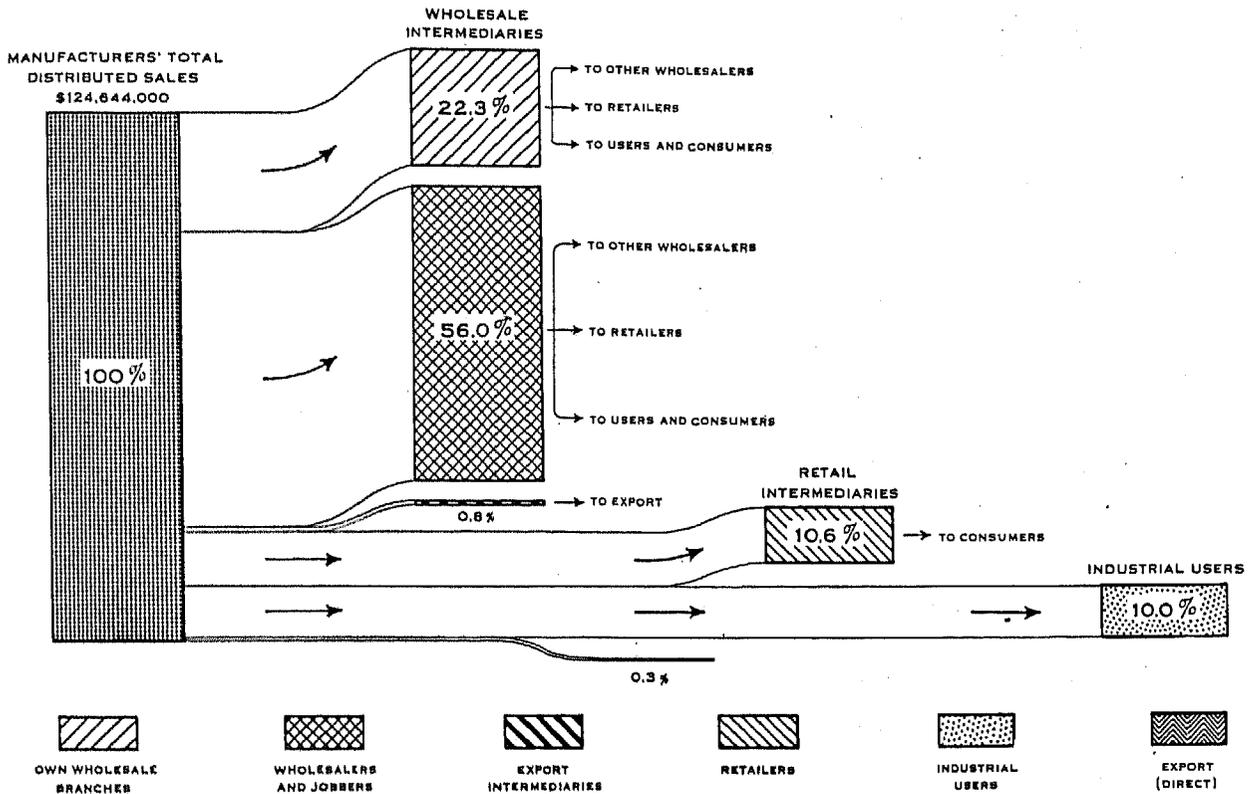
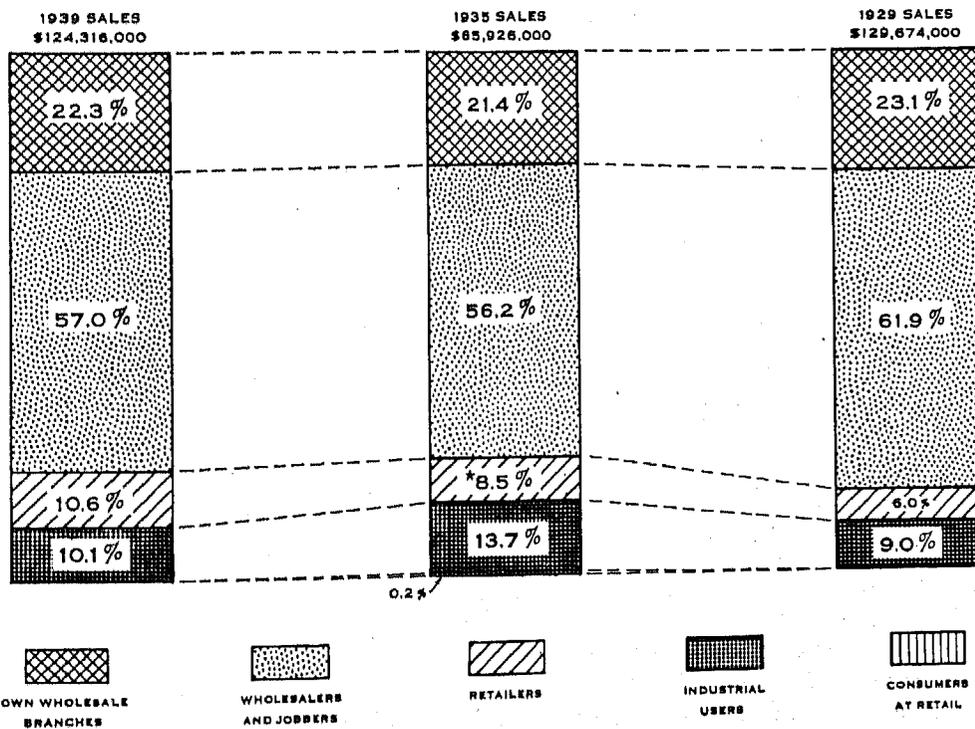


CHART IB. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939, 1935, AND 1929



* Includes sales to or through own retail stores

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in the production of pig iron and steel; iron and steel castings; the rolling and forging of iron and steel into semifinished and finished rolled and forged products; and in further fabricating of the same into a great variety of finished iron and steel commodities. The manufacture of some metal products is included in this group regardless of the kind of metal used. Important instances of such overlapping are hardware, steam fittings, stamped and pressed metal products; wire and wire products; and construction materials such as ornamental metalwork, plumbers' supplies, and metal or metal-covered doors, window frames and sash. This group does not include machinery and machine tool attachments and dies, automobile vehicles, and other transportation equipment.

BLAST FURNACE, STEEL WORKS, AND ROLLING MILLS PRODUCTS

Blast-furnace products.—Includes establishments primarily engaged in the manufacture, from ore and scrap, of pig iron, ferro-alloys (spiegeleisen, ferromanganese, ferrophosphorus, ferrosilicon, etc.) and castings made direct from the furnace. (The manufacture of electric ferroalloys is included in the "Chemicals not elsewhere classified" industry.) In many cases blast furnaces are operated in conjunction with steel works, but for census purposes they are treated as separate establishments.

It is interesting to note that more than 80 percent of the blast-furnace products are produced by manufacturers for their own use (see interplant transfers, table 2). These products consist primarily of pig iron and are delivered mostly in a molten state to steel works operated in conjunction with blast furnaces.

Steel works and rolling mills.—Includes establishments primarily engaged in the manufacture of steel or the rolling of hot iron and steel. Products include steel ingots, semifinished and finished hot-rolled steel, and the further processing of same when produced in departments operated in connection therewith. Tin plate and terneplate are manufactured exclusively and wire and wire products to a considerable extent in departments of steel works and rolling mills. The production of steel castings is classified elsewhere.

CUTLERY, TOOLS, AND HARDWARE

Cutlery (except aluminum, silver, and plated cutlery) and edge tools.—Includes establishments primarily engaged in the manufacture of all kinds of edge tools (such as chisels, knives, scissors and shears); axes, cutting dies (except metal-cutting dies); razors, razor blades, and dry shavers; and cutlery (except aluminum, silver, and silver-plated cutlery). Silver, nickel-silver, and silver-plated cutlery is classified in the "Silverware and plated ware" industry.

Files.—Includes establishments primarily engaged in the manufacture of files and rasps for the use of machinists, blacksmiths, cabinetmakers, etc., and files for jewelers, dentists, and manicurists. Also included are recutting and resharpenering of files.

Saws.—Includes establishments primarily engaged in the manufacture of saws and saw blades of all types, for cutting wood, metal, and other substances, such as carpenters' and butchers' saws, pruning saws and buck-saws, and blades for hand and power hacksaws, band saws, and circular saws. The industry does not include the manufacture of saw frames, saw tables, and sawing machines.

Tools (except edge tools, machine tools, files, and saws).—Includes establishments primarily engaged in the manufacture of hand tools (not including power-driven hand tools) other than edge tools, files, and saws. Included in this industry are hammers, wrenches, pliers, screw drivers, shovels, forks, rakes, and hoes; and a variety of special tools used by garagemen, jewelers, plumbers, stonecutters, ironworkers, etc.

Hardware not elsewhere classified.—Includes establishments primarily engaged in the manufacture of door locks and lock sets and other builders' hardware; hardware for furniture and cabinets, caskets, saddlery and harness, and trunks and suitcases; motor-vehicle hardware made in plants not owned by motor-vehicle manufacturers; and locks and padlocks.

FABRICATED STRUCTURAL STEEL AND ORNAMENTAL METALWORK

Doors, window sash, frames, molding, and trim (metal).—Includes establishments primarily engaged in the manufacture of ferrous and nonferrous solid metal, hollow metal, and metal covered doors; and door frames, window sash and frames, store fronts, partitions, molding, and trim.

Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of structural and ornamental metalwork, both ferrous and nonferrous, for buildings, bridges, and other purposes. Products include fabricated structural steel stairs and staircases, fire escapes, grilles, railings, iron fences and gates, fence posts, fabricated bars and rods for reinforcing concrete, ornamental iron, steel, and nonferrous metalwork for buildings.

HEATING APPARATUS AND PLUMBERS' SUPPLIES

Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semi-vitreous-china sanitary ware).—Includes establishments primarily engaged in the manufacture of enameled-iron sanitary ware (bathtubs, sinks, lavatories, laundry tubs, etc.), plumbers' brass goods (faucets, spigots, valves, fittings, etc.), range boilers (galvanized-iron and nonferrous), and miscellaneous bathroom and other fittings used in plumbers' work.

Oil burners (domestic and industrial).—Includes establishments primarily engaged in the production of domestic, commercial, and industrial fuel-oil burners made for sale as such; distillate-oil burners, and kerosene-oil burners that are produced for sale separately. Boiler-burner units complete (fuel-oil) are classified in the "Steam and hot-water heating apparatus (including hot-water furnaces)" industry. Furnace-burner units complete (fuel-oil) and stoves, ranges, room heaters, water heaters complete with burner are classified in the "Stoves, ranges, water heaters, and hot-air furnaces (except electric)" industry.

Power boilers and associated products.—Includes establishments primarily engaged in the manufacture of power boilers, smokestacks, heavy tanks, plate work (cut, punched, and shaped for assembly on job), and miscellaneous boiler-shop products. The manufacture of range boilers is included in "Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semivitreous-china sanitary ware)."

Steam and hot-water heating apparatus (including hot-water furnaces).—Includes establishments primarily engaged in the manufacture of cast-iron and steel steam and hot-water heating boilers and parts, gas and oil-burner units complete, cast-iron and nonferrous radiators, gas-fired and oil-fired radiators. Steam boilers exceeding 15-pound pressure and also hot-water boilers to be operated at pressures exceeding 160 pounds or temperatures exceeding 250° F. are classified in the "Power boilers and associated products" industry.

Steam fittings, regardless of material.—Includes establishments primarily engaged in the manufacture of steam fittings and specialties, such as thermostats and

other temperature-control devices, gages, regulators, traps, reducing valves, and other steam specialties.

Stoves, ranges, water heaters, and hot-air furnaces (except electric).—Includes establishments primarily engaged in the manufacture of stoves, ranges, warm-air furnaces, space heaters, and water heaters (except electric). It also includes the production of oil and gas warm-air furnaces complete with burners. The manufacture of electric heating and cooking apparatus is classified in the "Electrical appliances" industry.

Heating and cooking apparatus (except electric) not elsewhere classified.—Includes establishments primarily engaged in the manufacture of heating equipment not elsewhere classified (such as incubators, brooders, incinerators, unit heaters, gas burners, portable ovens, steam tables, and other cafeteria, hotel, and kitchen apparatus).

IRON AND STEEL FOUNDRY PRODUCTS

Cast-iron pipe and fittings.—Includes establishments primarily engaged in the manufacture of cast-iron pipe and fittings for gas, water, sewage, etc. It has little relation to the manufacture of wrought-iron and steel pipe.

Gray-iron and semisteel castings.—Includes establishments primarily engaged in the manufacture of gray-iron and semisteel castings.

Malleable-iron castings.—Includes establishments primarily engaged in the manufacture of malleable-iron castings.

Steel castings.—Includes establishments primarily engaged in the manufacture of steel castings. This classification does not, however, cover the production of foundry departments operated in connection with steel works and rolling mills.

METAL STAMPING, ENAMELING, GALVANIZING, JAPANING, AND LACQUERING

Automobile stampings.—Includes establishments primarily engaged in the production of stamped automobile parts and accessories unassembled.

Enameling, japaning, and lacquering.—Includes establishments primarily engaged in vitreous and paint enameling, japaning, and lacquering of metal, on materials owned by others. Distribution of sales in this industry includes miscellaneous production not specified and the sale of frit, vitreous enameled products, and signs.

Galvanizing and other coating carried on in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in coating sheets and formed products with zinc (galvanizing or sherardizing), aluminum, lead, etc., and in retinning. Retinning is included with these processes as an operation distinct from the manufacture of tin plate and terneplate for which separate production statistics are compiled.

Most of the work in this industry is done on materials owned by others.

This industry is omitted from table 3 as comparisons are not available.

Stamped and pressed metal products (except automobile stampings).—Includes establishments primarily engaged in the manufacture of metal stampings not elsewhere classified, such as bottle caps and tops, stamped household and hospital utensils, perforated metal, stamped and pressed machine parts, etc. Custom stamping for the trade is classified in this industry.

Vitreous enameled products (including kitchen, household, and hospital utensils).—Includes establishments primarily engaged in the manufacture of vitreous kitchen, household, and hospital utensils; table tops; refrigerator, stove, and washing-machine parts, etc. The production of enameled ware plumbing fixtures is classified in "Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous and semivitreous-china sanitary ware)."

TIN CANS AND OTHER TINWARE

Tin cans and other tinware not elsewhere classified.—Includes establishments primarily engaged in the manufacture of packers' cans, general line cans, plain and decorated cans, pails, boxes, and packages; milk and ice-cream cans, household and cooking tinware, and finished stamped tinware not elsewhere classified. Tinware departments operated by establishments that manufacture cans for use as containers for their own products are also classified in this industry.

WIRE PRODUCTS

Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of nails, spikes, staples, and tacks from purchased nail and tack plate and wire.

Wire drawn from purchased rods.—Includes establishments primarily engaged in drawing wire from purchased rods of iron and steel and nonferrous metals, and the further fabrication of same, and does not, therefore, include the production of wire-drawing departments of rolling mills.

Wirework not elsewhere classified.—Includes establishments primarily engaged in the manufacture, from purchased wire, of fabricated wire products such as woven wire fencing, fly screening, wire cloth and netting, Fourdrinier and cylinder wire cloth, wire rope and cable, barbed wire, tire chains, bale ties, concrete-reinforcing wire, wire springs, welding wire, wire guards, partitions, and grillwork, wire trays and baskets, and kitchen wire goods. Insulated wire and cable made from purchased wire is classified in the "Insulated wire and cable" industry.

MISCELLANEOUS IRON AND STEEL PRODUCTS

Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of bolts, nuts, rivets, lock washers, plate washers, turn-buckles, togglebolts, etc. The production of machine screws is included in "Screw-machine products and wood screws."

Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills.—Includes establishments primarily engaged in the manufacture of flat bright cold-rolled strip steel, including razor-blade strip, cold-rolled sheets, and cold-finished steel bars.

This industry is omitted from table 3 as comparisons are not available.

Firearms.—Includes establishments primarily engaged in the manufacture of small firearms and parts, such as pistols, revolvers, rifles, and shotguns.

Forgings (iron and steel) made in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of light and heavy drop and steam hammer forgings, such as chains, anchors, axles, frogs, and forged parts for automotive equipment, machinery, railway equipment, etc.

Safes and vaults.—Includes establishments primarily engaged in the manufacture of vault doors and linings, and safe-deposit boxes and chests, safes and vaults, except grave vaults which are included in "Caskets, coffins, burial cases, and other morticians' goods" and "Concrete products."

Screw-machine products and wood screws.—Includes establishments primarily engaged in the manufacture of machine screws, cap and set screws; other small articles made on screw machines; and wood screws.

Springs, steel (except wire), made in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of leaf springs, hot-wound springs (for railroad equipment, vehicles, agricultural and mining machinery, etc.). The production of wire springs is included in "Wirework not elsewhere classified."

Steel barrels, kegs, and drums.—Includes establishments primarily engaged in the manufacture of steel barrels and drums with welded side seams (heavy types); welded side seam and lock side seam (light types); and other metal casings with welded side seam and lock side seam; steel packages; kegs and pails; etc., used for shipping purposes.

Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of wrought-welded pipe and tubes; lock-joint and heavy-riveted pipe.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| | DISTRIBUTED SALES | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | | |
|--|------------------------------------|-------------------------|---|------------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|-------|---|------------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | To users and consumers | | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | Export, direct to buyers in other countries | Industrial, etc., users ¹ | Consumers at retail ² |
| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | | | | | | | | | | | | | | | | | | | |
| Blast Furnace, Steel Works, and Rolling Mills Products | | | | | | | | | | | | | | | | | | | |
| Blast-furnace products | 65 | \$100,029 | \$10,354 | | \$961 | \$788 | \$786 | \$79,043 | | 100.0 | 19.2 | | 0.9 | 0.8 | | 78.3 | | | |
| Steel works and rolling mills | 248 | 2,230,000 | 836,028 | | 82,089 | 10,536 | \$9,737 | 78,465 | 1,212,506 | 100.0 | 37.3 | | 3.7 | 0.9 | 0.4 | 54.2 | | | |
| Cutlery, Tools, and Hardware | | | | | | | | | | | | | | | | | | | |
| Cutlery (except aluminum, silver, and plated cutlery) and edge tools | 203 | 58,949 | 2,304 | | 27,441 | 555 | 15,710 | 3,210 | 9,328 | \$401 | 100.0 | 3.9 | 46.6 | 0.9 | 26.7 | 5.4 | 15.8 | 0.7 | |
| Files | 22 | 11,462 | (³) | | \$ 8,212 | 2,232 | 243 | (⁴) | 775 | | 100.0 | (³) | \$ 71.6 | \$10.5 | 2.1 | (⁴) | 6.8 | | |
| Saws | 87 | 16,698 | 5,854 | | 5,871 | 364 | 1,208 | 1,301 | 4,843 | 107 | 100.0 | 29.7 | 29.8 | 1.0 | 6.1 | 6.9 | 24.6 | 1.0 | |
| Tools (except edge tools, machine tools, files, and saws) | 383 | 78,214 | 3,833 | | 42,377 | 1,032 | 13,145 | 3,784 | 13,738 | 305 | 100.0 | 4.9 | 54.2 | 1.3 | 16.8 | 4.8 | 17.6 | .4 | |
| Hardware not elsewhere classified | 427 | 150,655 | 6,292 | | 54,006 | 1,246 | 25,919 | 3,205 | 50,626 | 361 | 100.0 | 4.2 | 35.9 | 8.8 | 17.2 | 2.1 | 39.6 | .2 | |
| Fabricated Structural Steel and Ornamental Metalwork | | | | | | | | | | | | | | | | | | | |
| Doors, window sash, frames, molding, and trim (metal) | 205 | 48,933 | \$ 4,301 | (⁵) | 9,077 | 166 | 1,261 | 207 | \$ 33,337 | 404 | 100.0 | \$ 8.9 | (⁵) | 18.6 | .3 | 2.6 | .5 | \$ 68.1 | 1.0 |
| Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills | 1,124 | 272,757 | 16,044 | | 14,079 | 2,154 | 3,386 | 1,340 | 231,179 | 3,675 | 100.0 | 6.2 | 5.2 | .8 | 1.2 | .5 | 84.8 | 1.3 | |
| Heating Apparatus and Plumbers' Supplies | | | | | | | | | | | | | | | | | | | |
| Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous and semi-vitreous-china sanitary ware) | 254 | 124,644 | 27,730 | | 60,807 | 1,009 | 13,228 | 328 | 12,491 | 45 | 100.0 | 22.3 | 50.0 | .8 | 10.6 | .3 | 10.0 | (⁷) | |
| Oil burners (domestic and industrial) | 130 | 10,469 | 603 | \$678 | 8,577 | 199 | 5,221 | 338 | 3,031 | 822 | 100.0 | 3.1 | 3.5 | 44.1 | 1.0 | 26.8 | 1.7 | 15.6 | 4.2 |
| Power boilers and associated products | 428 | 134,596 | 24,670 | | 17,068 | 950 | 2,301 | 634 | 87,181 | 1,277 | 100.0 | 18.3 | 13.1 | .7 | 1.7 | .5 | 64.8 | .9 | |
| Steam and hot-water heating apparatus (including hot-water furnaces) | 68 | 47,813 | 25,706 | | 13,409 | 80 | 1,167 | 232 | 7,035 | 34 | 100.0 | 53.9 | 28.2 | .2 | 2.4 | .5 | 14.7 | .1 | |
| Steam fittings, regardless of material | 170 | 113,240 | 37,225 | | 32,384 | 2,842 | 650 | 2,769 | 37,302 | 71 | 100.0 | 32.9 | 28.6 | 2.5 | .6 | 2.4 | 33.0 | (⁷) | |
| Stoves, ranges, water heaters, and hot-air furnaces (except electric) | 445 | 227,825 | 27,844 | 11,188 | 62,506 | 3,377 | 94,014 | 426 | 23,442 | 4,338 | 100.0 | 12.2 | 4.9 | 27.5 | 1.6 | 41.5 | .2 | 10.3 | 1.9 |
| Heating and cooking apparatus (except electric) not elsewhere classified | 138 | 21,323 | (⁸) | | \$ 7,654 | 47 | 2,301 | 224 | 9,164 | 1,033 | 100.0 | (⁸) | \$ 35.9 | .2 | 10.8 | 1.0 | 43.0 | 0.1 | |
| Iron and Steel Foundry Products | | | | | | | | | | | | | | | | | | | |
| Cast-iron pipe and fittings | 74 | 64,183 | 20,136 | | 21,219 | 940 | 382 | 1,899 | 19,607 | | 100.0 | 31.4 | 33.1 | 1.5 | .6 | 2.9 | 30.5 | | |
| Gray-iron and semisteel castings | 1,145 | 105,670 | 1,000 | | 13,254 | 372 | 4,120 | 1,061 | 175,204 | 659 | 100.0 | .5 | 6.8 | .2 | 2.1 | .6 | 89.5 | .3 | |
| Malleable-iron castings | 83 | 50,448 | (⁹) | | \$ 4,845 | 63 | 193 | (⁹) | 45,347 | | 100.0 | (⁹) | \$ 9.6 | 4.1 | .4 | (⁹) | 89.9 | | |
| Steel castings | 162 | 128,607 | 1,945 | | 3,895 | 252 | | 883 | 121,632 | | 100.0 | 1.5 | 3.0 | .2 | .7 | | 94.6 | | |
| Metal Stamping, Enameling, Galvanizing, Japanning, and Lacquering | | | | | | | | | | | | | | | | | | | |
| Automobile stampings | 90 | 46,840 | 5,540 | | 4,610 | 33 | | 569 | 36,088 | | 100.0 | 11.8 | 9.8 | .1 | | 1.2 | 77.1 | | |
| Enameling, japanning, and lacquering | 18 | 1,718 | | | 301 | | | | 1,417 | | 100.0 | | 17.6 | | | | 82.5 | | |
| Galvanizing and other coating carried on in plants not operated in connection with rolling mills | 23 | 1,323 | | | 393 | | | | 930 | | 100.0 | | 29.7 | | | | 70.3 | | |
| Stamped and pressed metal products (except automobile stampings) | 632 | 173,527 | 31,482 | | 28,137 | 427 | 11,408 | 2,463 | 99,000 | 601 | 100.0 | 18.1 | 16.2 | .2 | 6.6 | 1.4 | 57.1 | .4 | |
| Vitreous enameled products (including kitchen, household, and hospital utensils) | 54 | 42,711 | 2,064 | | 9,575 | 57 | 9,382 | 385 | 21,233 | 15 | 100.0 | 4.8 | 22.4 | .2 | 22.0 | .9 | 49.7 | (⁷) | |
| Tin Cans and Other Tinware | | | | | | | | | | | | | | | | | | | |
| Tin cans and other tinware not elsewhere classified | 235 | 334,232 | 9,865 | | 9,424 | 140 | 6,178 | 503 | 307,398 | 724 | 100.0 | 3.0 | 2.8 | (⁷) | 1.8 | .2 | 92.0 | .2 | |
| Wire Products | | | | | | | | | | | | | | | | | | | |
| Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills | 36 | 12,817 | (⁹) | | 5,485 | 254 | 1,176 | 369 | \$ 5,533 | | 100.0 | (⁹) | 42.8 | 2.0 | 9.2 | 2.9 | \$ 43.1 | | |
| Wire drawn from purchased rods | 93 | 161,378 | 51,488 | | 24,351 | 1,350 | 6,260 | 1,860 | 78,054 | | 100.0 | 31.9 | 15.1 | .8 | 3.9 | 1.2 | 47.1 | | |
| Wirework not elsewhere classified | 602 | 159,468 | 13,445 | 588 | 32,500 | 497 | 11,889 | 947 | 98,055 | 1,541 | 100.0 | 8.4 | 20.4 | .3 | 7.4 | .6 | 61.5 | 1.0 | |
| Miscellaneous Iron and Steel Products | | | | | | | | | | | | | | | | | | | |
| Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills | 154 | 85,874 | 6,438 | | 14,151 | 241 | 1,162 | 564 | 63,318 | | 100.0 | 7.5 | 16.5 | .3 | 1.3 | .7 | 73.7 | | |

See footnotes at end of table.

CENSUS OF BUSINESS

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939—Continued
[Values expressed in thousands of dollars]

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | DISTRIBUTED SALES | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | |
|---|------------------------------------|-------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | To users and consumers | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | Export, direct to buyers in other countries | Industrial, etc., users ¹ | Consumers at retail^{2} |
| Miscellaneous Iron and Steel Products—Continued | | | | | | | | | | | | | | | | | | |
| Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills..... | 42 | \$66,800 | (³) | | \$11,065 | \$176 | \$292 | \$412 | \$54,424 | 100.0 | (³) | | 3 16.7 | 0.3 | 0.4 | 0.0 | 82.0 | |
| Pireams..... | 23 | 13,900 | | | 10,776 | 283 | 1,610 | 1,150 | (³) | 100.0 | | | 77.5 | 2.1 | 10.9 | 8.3 | (³) | 1.2 |
| Forgings (iron and steel) made in plants not operated in connection with rolling mills..... | 203 | 102,781 | \$051 | | 5,211 | 1,100 | 494 | 786 | 94,140 | 100.0 | 0.0 | | 5.1 | 1.1 | .5 | .8 | 01.6 | |
| Sales and vaults..... | 16 | 5,858 | (³) | | 2,457 | | 430 | 197 | 2,774 | 100.0 | (³) | | 41.0 | | 7.3 | 3.4 | 47.4 | |
| Screw-machine products and wood screws..... | 345 | 82,408 | 3,607 | | 16,855 | 265 | 1,020 | 502 | 60,240 | 100.0 | 4.4 | | 20.4 | .3 | 1.3 | .6 | 73.0 | |
| Springs, steel (except wire), made in plants not operated in connection with rolling mills..... | 48 | 22,142 | 413 | | 3,920 | 214 | 1,069 | 453 | 15,932 | 100.0 | 1.9 | | 17.7 | 1.0 | 4.8 | 2.0 | 72.0 | .6 |
| Steel barrels, kegs, and drums..... | 63 | 47,730 | 4,753 | | 2,004 | 47 | 317 | (⁴) | 40,618 | 100.0 | 9.0 | | 4.2 | 4.1 | .7 | (⁵) | 85.1 | (¹⁰) |
| Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills..... | 40 | 79,245 | 7,937 | | 22,458 | 470 | 2,000 | 820 | 45,100 | 100.0 | 10.1 | | 28.3 | .6 | 2.5 | 1.1 | 67.0 | .4 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
² Includes farmers, household consumers, and employees at retail.
³ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.
⁴ Direct export sales combined with sales to export intermediaries to avoid disclosure.
⁵ Sales to or through own retail stores combined with sales to own wholesale branches or offices to avoid disclosure.
⁶ Interplant transfers included to avoid disclosure.
⁷ Less than one-tenth of 1 percent.
⁸ Sales to or through own wholesale branches or offices and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
⁹ Sales to industrial, etc., users combined with sales to wholesalers and jobbers to avoid disclosure.
¹⁰ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939
[Values expressed in thousands of dollars]

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | DISTRIBUTED SALES | | | | | | | | | | INTERPLANT TRANSFERS | | | TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS | | | |
|--|------------------------------------|-------------------------|---|------------------|---|------------------|---|------------------|---|------------------|-------------------------------------|------------------|--------------------------|--|------------------------------------|-----------|---------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | | To industrial, etc., users ¹ | | To consumers at retail ² | | Number of establishments | | Number of establishments reporting | Amount | |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Total reporting | Using exclusively | | | |
| Blast Furnace, Steel Works, and Rolling Mills Products | | | | | | | | | | | | | | | | | |
| Blast-furnace products..... | 65 | \$100,928 | \$19,354 | 19.2 | \$1,746 | 1.7 | \$736 | 0.8 | \$70,043 | 78.3 | | 59 | 16 | \$450,957 | 81 | \$551,886 | |
| Steel works and rolling mills..... | 248 | 2,236,006 | 830,028 | 37.3 | 111,061 | 5.0 | 78,455 | 3.5 | 1,212,505 | 54.2 | | 137 | 5 | 449,475 | 263 | 2,688,484 | |
| Cutlery, Tools, and Hardware | | | | | | | | | | | | | | | | | |
| Cutlery (except aluminum, silver, and plated cutlery) and edge tools..... | 263 | 58,949 | 2,304 | 3.9 | 43,706 | 74.2 | 3,210 | 5.4 | 0,328 | 15.8 | \$401 | 0.7 | 12 | 3 | 1,452 | 266 | 60,401 |
| Files..... | 22 | 11,462 | (³) | | 10,687 | 93.2 | (³) | | 775 | 6.8 | | | 3 | | | 22 | 11,462 |
| Saws..... | 87 | 16,698 | 5,854 | 29.7 | 7,443 | 37.3 | 1,361 | 6.9 | 4,843 | 24.6 | 197 | 1.0 | 5 | | 358 | 87 | 20,056 |
| Tools (except edge tools, machine tools, files, and saws)..... | 383 | 78,214 | 3,833 | 4.9 | 56,554 | 72.3 | 3,734 | 4.8 | 13,738 | 17.6 | 305 | .4 | 21 | 1 | 1,813 | 384 | 80,027 |
| Hardware not elsewhere classified..... | 427 | 160,656 | 6,292 | 4.2 | 81,171 | 53.0 | 3,205 | 2.1 | 59,626 | 39.6 | 361 | .2 | 13 | 1 | 3,125 | 428 | 163,780 |
| Fabricated Structural Steel and Ornamental Metalwork | | | | | | | | | | | | | | | | | |
| Doors, window sash, frames, molding, and trim (metal)..... | 205 | 48,933 | 4,361 | 8.9 | 10,504 | 21.5 | 267 | .5 | 43,337 | 88.1 | 464 | 1.0 | (⁴) | (⁴) | (⁴) | 205 | 48,933 |
| Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills..... | 1,124 | 272,757 | 16,044 | 6.2 | 19,619 | 7.2 | 1,340 | .5 | 231,179 | 84.8 | 3,675 | 1.3 | 29 | | 13,257 | 1,124 | 291,014 |

See footnotes at end of table.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939—Continued

[Values expressed in thousands of dollars]

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | DISTRIBUTED SALES | | | | | | | | | | | | INTERPLANT TRANSFERS | | | TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS | |
|---|------------------------------------|-------------------------|---|------------------|---|------------------|---|------------------|---|------------------|-------------------------------------|------------------|--------------------------|-------------------|---------|--|-----------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | | To industrial, etc., users ¹ | | To consumers at retail ² | | Number of establishments | | | Number of establishments reporting | Amount |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Total reporting | Using exclusively | Amount | | |
| | | | | | | | | | | | | | | | | | |
| Heating Apparatus and Plumbers' Supplies | | | | | | | | | | | | | | | | | |
| Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semivitreous-china sanitary ware)..... | 254 | \$124,644 | \$27,730 | 22.3 | \$84,044 | 67.4 | \$328 | 0.3 | \$12,401 | 10.0 | \$45 | (9) | 20 | 1 | \$4,054 | 255 | \$128,008 |
| Oil burners (domestic and industrial)..... | 130 | 19,409 | 1,281 | 6.6 | 13,097 | 71.0 | 338 | 1.7 | 3,031 | 15.6 | 822 | 4.2 | 15 | 3 | 2,050 | 130 | 19,409 |
| Power boilers and associated products..... | 428 | 134,500 | 24,576 | 18.3 | 20,028 | 15.5 | 634 | .6 | 87,181 | 64.8 | 1,277 | .9 | 15 | 3 | 2,050 | 431 | 130,655 |
| Steam and hot-water heating apparatus (including hot-water furnaces)..... | 68 | 47,813 | 25,700 | 53.0 | 14,746 | 30.8 | 232 | .5 | 7,035 | 14.7 | 34 | .1 | 7 | 1 | 331 | 68 | 48,144 |
| Steam fittings, regardless of material..... | 179 | 113,249 | 37,225 | 32.9 | 35,882 | 31.7 | 2,709 | 2.4 | 37,302 | 33.0 | 71 | (9) | 11 | 2 | 2,706 | 181 | 115,955 |
| Stoves, ranges, water heaters, and hot-air furnaces (except electric)..... | 445 | 227,825 | 30,032 | 17.1 | 160,587 | 70.5 | 420 | .2 | 23,442 | 10.3 | 4,338 | 1.9 | 19 | 1 | 3,677 | 446 | 231,502 |
| Heating and cooking apparatus (except electric) not elsewhere classified..... | 138 | 21,323 | (7) | (7) | 10,002 | 46.9 | 224 | 1.0 | 9,164 | 43.0 | 1,933 | 9.1 | | | | 138 | 21,323 |
| Iron and Steel Foundry Products | | | | | | | | | | | | | | | | | |
| Cast-iron pipe and fittings..... | 74 | 64,183 | 20,130 | 31.4 | 22,541 | 35.2 | 1,809 | 2.9 | 19,607 | 30.5 | | | 22 | | 2,887 | 74 | 67,070 |
| Gray-iron and semisteel castings..... | 1,145 | 195,679 | 1,000 | .5 | 17,745 | 9.1 | 1,061 | .6 | 175,204 | 89.5 | 669 | .3 | 67 | 12 | 11,339 | 1,157 | 207,003 |
| Malleable-iron castings..... | 83 | 50,448 | (3) | (3) | 5,101 | 10.1 | (3) | (3) | 45,347 | 89.9 | | | 14 | | 3,471 | 83 | 53,919 |
| Steel castings..... | 162 | 128,007 | 1,945 | 1.5 | 4,147 | 3.2 | 883 | .7 | 121,832 | 94.0 | | | 35 | 2 | 3,943 | 164 | 132,550 |
| Metal Stamping, Enameling, Galvanizing, Japanning, and Lacquering | | | | | | | | | | | | | | | | | |
| Automobile stampings..... | 90 | 46,840 | 5,540 | 11.8 | 4,043 | 9.9 | 569 | 1.2 | 36,088 | 77.1 | | | 6 | | 1,152 | 90 | 47,992 |
| Enameling, japanning, and lacquering..... | 18 | 1,718 | | | 301 | 17.5 | | | 1,417 | 82.5 | | | | | | 18 | 1,718 |
| Galvanizing and other coating carried on in plants not operated in connection with rolling mills..... | 23 | 1,323 | | | 303 | 20.7 | | | 930 | 70.3 | | | | | | 23 | 1,323 |
| Stamped and pressed metal products (except automobile stampings)..... | 632 | 173,627 | 31,482 | 18.1 | 30,072 | 23.0 | 2,463 | 1.4 | 99,009 | 57.1 | 601 | .4 | 16 | 4 | 5,082 | 630 | 178,609 |
| Vitreous enameled products (including kitchen, household, and hospital utensils)..... | 54 | 42,711 | 2,004 | 4.8 | 10,014 | 44.0 | 385 | .9 | 21,233 | 49.7 | 16 | (9) | 3 | 1 | 590 | 55 | 43,310 |
| Tin Cans and Other Tinware | | | | | | | | | | | | | | | | | |
| Tin cans and other tinware not elsewhere classified..... | 235 | 334,232 | 9,865 | 3.0 | 15,742 | 4.6 | 503 | .2 | 307,308 | 92.0 | 724 | .2 | 66 | 13 | 32,862 | 248 | 367,094 |
| Wire Products | | | | | | | | | | | | | | | | | |
| Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills..... | 36 | 12,817 | (9) | (9) | 6,015 | 54.0 | 360 | 2.9 | 5,533 | 43.1 | | | (9) | | (9) | 36 | 12,817 |
| Wire drawn from purchased rods..... | 93 | 161,378 | 51,488 | 31.9 | 31,997 | 19.8 | 1,809 | 1.2 | 76,054 | 47.1 | | | 34 | 2 | 16,004 | 95 | 177,382 |
| Wirework not elsewhere classified..... | 662 | 159,408 | 14,033 | 8.8 | 44,802 | 28.1 | 947 | .6 | 98,056 | 61.5 | 1,541 | 1.0 | 41 | 3 | 5,012 | 665 | 164,480 |
| Miscellaneous Iron and Steel Products | | | | | | | | | | | | | | | | | |
| Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills..... | 154 | 85,874 | 6,438 | 7.5 | 15,554 | 18.1 | 504 | .7 | 63,318 | 73.7 | | | 17 | 1 | 2,055 | 155 | 88,529 |
| Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills..... | 42 | 66,309 | (7) | (7) | 11,533 | 17.4 | 412 | .6 | 54,424 | 82.0 | | | 10 | 1 | 2,405 | 43 | 68,834 |
| Firearms..... | 23 | 13,906 | | | 12,578 | 90.6 | 1,159 | 8.3 | (9) | (9) | 169 | 1.2 | | | | 23 | 13,906 |
| Forgings (iron and steel) made in plants not operated in connection with rolling mills..... | 203 | 102,781 | 951 | .9 | 6,895 | 6.7 | 780 | .8 | 94,149 | 91.6 | | | 17 | 1 | 1,804 | 204 | 104,586 |
| Safes and vaults..... | 16 | 5,858 | (7) | (7) | 7,287 | 74.0 | 107 | 3.4 | 2,774 | 47.4 | | | | | | 16 | 5,858 |
| Screw-machine products and wood screws..... | 345 | 82,498 | 3,607 | 4.4 | 18,140 | 22.0 | 502 | .6 | 60,240 | 73.0 | | | 11 | | 1,210 | 345 | 83,717 |
| Springs, steel (except wire), made in plants not operated in connection with rolling mills..... | 48 | 22,142 | 413 | 1.9 | 5,212 | 23.5 | 453 | 2.0 | 15,632 | 72.0 | 132 | .6 | 3 | 1 | 1,046 | 49 | 23,188 |
| Steel barrels, kegs, and drums..... | 63 | 47,739 | 4,753 | 9.9 | 10,298 | 10.5 | (10) | (10) | 40,018 | 85.1 | (11) | (11) | 4 | 1 | 1,170 | 64 | 48,909 |
| Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills..... | 40 | 79,245 | 7,987 | 10.1 | 24,034 | 31.4 | 829 | 1.1 | 45,193 | 57.0 | 200 | .4 | (9) | (9) | (9) | 40 | 79,245 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

³ Sales to or through manufacturer-owned-and-operated outlets and direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.

⁴ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure. ⁵ Omitted to avoid disclosure. ⁶ Less than one-tenth of 1 percent.

⁷ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.

⁸ Sales to or through manufacturer-owned-and-operated outlets and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.

⁹ Sales to industrial, etc., users combined with sales to "Other business concerns in the United States" to avoid disclosure.

¹⁰ Direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.

¹¹ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANU- FACTURER-OWNED-AND-OPER- ATED OUTLETS | | | | SALES TO OTHER BUSINESS CON- CERNERS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|---|---|-----------|---|-------------------|-------------------|-----------------------------|---|-----------------------------|-----------------------------------|-----------------------------|---|-----------------------------|-------------------------------------|-----------------------------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (in- cluding chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | | | Number of estab- lishments reporting | Amount | Amount | Per- cent of total | Amount | Per- cent of total | Amount | Per- cent of total | Amount | Per- cent of total | Amount | Per- cent of total |
| Blast Furnace, Steel Works, and Rolling Mills Products | | | | | | | | | | | | | | |
| Blast-furnace products: | | | | | | | | | | | | | | |
| 1939..... | 65 | \$100,143 | \$19,354 | 10.3 | | | \$1,746 | 1.8 | | | \$79,043 | 78.9 | | |
| 1935..... | 54 | 58,493 | 5,343 | 9.1 | | | 6,130 | 10.5 | | | 47,020 | 80.4 | | |
| 1929..... | 95 | 198,254 | 7,500 | 3.8 | | | 43,620 | 22.0 | (⁴) | (⁴) | 147,068 | 74.2 | | |
| Steel castings; and steel works and rolling mills: | | | | | | | | | | | | | | |
| 1939..... | 410 | 2,288,278 | 837,973 | 36.6 | | | 106,371 | 4.7 | \$9,737 | 0.4 | 1,334,197 | 58.3 | | |
| Steel castings..... | 162 | 127,724 | 1,945 | 1.5 | | | 4,147 | 3.3 | | | 121,632 | 95.2 | | |
| Steel works and rolling mills..... | 248 | 2,160,554 | 836,028 | 38.7 | | | 102,224 | 4.7 | 9,737 | .5 | 1,212,565 | 56.1 | | |
| 1935 ⁵ | 388 | 1,669,744 | 499,004 | 31.8 | | | 85,029 | 5.4 | 11,241 | .7 | 974,470 | 62.1 | | |
| 1929..... | 480 | 2,990,926 | 112,125 | 3.7 | (⁶) | (⁶) | 1,177,121 | 39.4 | (⁶) | (⁶) | 1,701,680 | 56.9 | | |
| Cutlery, Tools, and Hardware | | | | | | | | | | | | | | |
| Cutlery (except aluminum, silver, and plated cutlery) and edge tools: | | | | | | | | | | | | | | |
| 1939..... | 262 | 55,739 | 2,304 | 4.1 | | | 27,096 | 50.2 | 15,710 | 28.2 | 9,328 | 16.8 | \$401 | |
| 1935..... | 258 | 56,204 | 2,405 | 4.3 | | | 27,325 | 48.0 | 11,090 | 21.3 | 14,546 | 25.8 | 28 | |
| Files: | | | | | | | | | | | | | | |
| 1939..... | 22 | 11,462 | (⁸) | (⁸) | | | 10,444 | 91.1 | 243 | 2.1 | 775 | 6.8 | | |
| 1935..... | 22 | 7,697 | 914 | 11.0 | | | 4,182 | 54.3 | 220 | 2.0 | 2,381 | 30.9 | | |
| Saws: | | | | | | | | | | | | | | |
| 1939..... | 87 | 18,337 | 5,854 | 31.9 | | | 6,235 | 34.0 | 1,208 | 6.6 | 4,843 | 26.4 | 197 | |
| 1935..... | 76 | 12,504 | 2,338 | 18.7 | | | 5,381 | 43.1 | 1,192 | 9.5 | 3,580 | 28.6 | 13 | |
| 1929..... | 79 | 21,071 | 1,404 | 6.8 | | | 11,536 | 52.5 | 3,269 | 14.0 | 5,672 | 25.8 | | |
| Tools (except edge tools, machine tools, files, and saws): | | | | | | | | | | | | | | |
| 1939..... | 383 | 74,430 | 3,833 | 5.1 | | | 43,409 | 58.3 | 13,145 | 17.7 | 13,738 | 18.5 | 305 | |
| 1935..... | 340 | 50,204 | 894 | 1.8 | | | 30,069 | 61.0 | 7,802 | 15.5 | 10,493 | 20.8 | 140 | |
| 1929..... | 522 | 100,293 | 6,045 | 6.0 | (⁹) | (⁹) | 60,572 | 60.4 | 7,168 | 7.2 | 20,468 | 26.4 | (⁹) | |
| Hardware not elsewhere classified: | | | | | | | | | | | | | | |
| 1939..... | 427 | 147,450 | 6,292 | 4.3 | | | 55,252 | 37.5 | 25,919 | 17.6 | 59,626 | 40.4 | 361 | |
| 1935 ⁵ | 398 | 106,007 | 3,953 | 3.7 | | | 31,650 | 29.9 | 16,537 | 15.6 | 53,707 | 50.7 | 100 | |
| 1929..... | 485 | 229,477 | 9,741 | 4.3 | | | 75,708 | 33.0 | 30,353 | 13.2 | 113,645 | 49.5 | | |
| Fabricated Structural Steel and Ornamental Metalwork | | | | | | | | | | | | | | |
| Doors, window sash, frames, molding, and trim (metal): | | | | | | | | | | | | | | |
| 1939..... | 205 | 48,666 | 4,361 | 9.0 | (¹⁰) | (¹⁰) | 0,243 | 19.0 | 1,261 | 2.6 | 33,337 | 68.5 | 404 | |
| 1935..... | 134 | 25,355 | (¹¹) | (¹¹) | | | 2,693 | 10.6 | 677 | 2.7 | 21,985 | 86.7 | (¹¹) | |
| 1929..... | 148 | 66,242 | (¹¹) | (¹¹) | | | 8,573 | 12.4 | 1,805 | 2.6 | 58,864 | 85.0 | (¹¹) | |
| Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills: | | | | | | | | | | | | | | |
| 1939..... | 1,124 | 271,417 | 16,944 | 6.2 | | | 16,233 | 6.0 | 3,386 | 1.2 | 231,179 | 85.2 | 3,675 | |
| 1935..... | 1,088 | 173,307 | 20,933 | 12.1 | | | 5,528 | 3.2 | 3,212 | 1.9 | 142,111 | 81.0 | 1,523 | |
| Heating Apparatus and Plumbers' Supplies | | | | | | | | | | | | | | |
| Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semivitreous-china sanitary ware): | | | | | | | | | | | | | | |
| 1939..... | 254 | 124,316 | 27,736 | 22.3 | | | 70,816 | 57.0 | 13,228 | 10.6 | 12,401 | 10.1 | 45 | |
| 1935 ⁵ | 239 | 65,020 | 14,115 | 21.4 | (¹²) | (¹²) | 37,077 | 56.2 | 5,607 | 8.5 | 9,028 | 13.7 | 99 | |
| 1929..... | 255 | 120,074 | 20,873 | 28.1 | | | 80,310 | 61.9 | 7,792 | 6.0 | 11,699 | 0.0 | | |
| Oil burners; steam and hot-water heating apparatus; steam fittings; stoves, ranges, etc.; and heating and cooking apparatus: | | | | | | | | | | | | | | |
| 1939..... | 900 | 425,600 | 91,438 | 21.5 | \$11,860 | 2.8 | 131,255 | 30.8 | 103,959 | 24.4 | 79,974 | 18.8 | 7,198 | |
| Oil burners (domestic and industrial): | | | | | | | | | | | | | | |
| 1939..... | 130 | 10,131 | 603 | 3.2 | 678 | 3.5 | 8,776 | 45.9 | 5,221 | 27.3 | 3,031 | 15.8 | 822 | |
| Steam and hot-water heating apparatus (including hot-water furnaces): | | | | | | | | | | | | | | |
| 1939..... | 68 | 47,531 | 25,766 | 54.1 | | | 13,579 | 28.5 | 1,167 | 2.5 | 7,035 | 14.8 | 34 | |
| Steam fittings, regardless of material: | | | | | | | | | | | | | | |
| 1939..... | 170 | 110,480 | 37,225 | 33.7 | | | 35,226 | 31.9 | 656 | .6 | 37,302 | 33.8 | 71 | |
| Stoves, ranges, water heaters, and hot-air furnaces (except electric): | | | | | | | | | | | | | | |
| 1939..... | 445 | 227,399 | 27,844 | 12.3 | 11,188 | 4.9 | 65,073 | 29.0 | 94,614 | 41.0 | 23,442 | 10.3 | 4,338 | |
| Heating and cooking apparatus (except electric) not elsewhere classified: | | | | | | | | | | | | | | |
| 1939..... | 138 | 21,099 | (¹¹) | (¹¹) | | | 7,701 | 36.5 | 2,301 | 10.0 | 9,164 | 43.4 | 1,933 | |
| 1935..... | 818 | 287,348 | 59,155 | 20.6 | 8,818 | 3.1 | 82,960 | 28.9 | 82,547 | 28.7 | 44,089 | 15.3 | 9,779 | |
| 1929..... | 849 | 499,049 | 112,786 | 22.6 | 15,007 | 3.0 | 153,972 | 30.9 | 128,845 | 25.8 | 88,499 | 17.7 | (¹²) | |
| Power boilers and associated products: | | | | | | | | | | | | | | |
| 1939..... | 428 | 133,962 | 24,576 | 18.3 | | | 18,627 | 13.9 | 2,301 | 1.7 | 87,181 | 65.1 | 1,277 | |
| 1935..... | 407 | 71,368 | 8,702 | 12.2 | | | 8,738 | 12.2 | 3,122 | 4.4 | 49,973 | 70.0 | 833 | |

See footnotes at end of table.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|---|---|----------|---|--------|---------------|------------------|---|------------------|------------------------------|------------------|--------------------------------------|------------------|----------------------------------|------------------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | | | Number of establishments reporting | Amount | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| Iron and Steel Foundry Products | | | | | | | | | | | | | | |
| Cast-iron pipe and fittings: | | | | | | | | | | | | | | |
| 1939 | 74 | \$62,284 | \$20,136 | 32.3 | | | \$22,159 | 35.6 | \$382,008 | 0.6 | \$19,007 | 31.5 | | |
| 1935 | 71 | 38,092 | 10,495 | 27.6 | | | 11,869 | 31.2 | 908 | 2.4 | 14,820 | 38.8 | | |
| Gray-iron and semisteel castings; and malleable-iron castings: | | | | | | | | | | | | | | |
| 1939 | 1,228 | 245,057 | 1,000 | .4 | | | 18,534 | 7.6 | 4,313 | 1.7 | 220,551 | 90.0 | \$650 | 0.3 |
| Gray-iron and semisteel castings | 1,145 | 194,609 | 1,000 | .5 | | | 13,626 | 7.0 | 4,120 | 2.1 | 175,204 | 90.0 | 650 | .4 |
| Malleable-iron castings | 83 | 50,448 | (9) | | | | 4,908 | 9.7 | 193 | .4 | 45,347 | 89.9 | | |
| 1935 | 1,216 | 182,241 | 3,632 | 2.0 | | | 12,300 | 6.8 | 3,020 | 1.7 | 162,920 | 89.3 | 300 | .2 |
| Metal Stamping, Enameling, Japanning, and Lacquering | | | | | | | | | | | | | | |
| Automobile stampings; enameling, japanning, and lacquering; stamped and pressed metal products; and vitreous enameled products: | | | | | | | | | | | | | | |
| 1939 | 704 | 261,379 | 39,086 | 15.0 | | | 43,140 | 16.5 | 20,790 | 8.0 | 157,747 | 60.3 | 616 | .2 |
| Automobile stamping | 90 | 46,271 | 5,540 | 12.0 | | | 4,643 | 10.0 | | | 30,088 | 78.0 | | |
| Enameling, japanning, and lacquering | 18 | 1,718 | | | | | 301 | 17.5 | | | 1,417 | 82.5 | | |
| Stamped and pressed metal products (except automobile stampings) | 632 | 171,064 | 31,482 | 18.4 | | | 28,564 | 16.7 | 11,408 | 6.7 | 90,000 | 57.0 | 601 | .3 |
| Vitreous enameled products (including kitchen, household, and hospital utensils) | 54 | 42,326 | 2,064 | 4.9 | | | 9,632 | 22.7 | 9,382 | 22.2 | 21,233 | 50.2 | 15 | (1) |
| 1935 | 659 | 105,081 | 15,237 | 7.8 | | | 31,583 | 16.2 | 18,526 | 9.5 | 120,478 | 66.4 | 257 | .1 |
| 1929 | 491 | 192,631 | 11,901 | 6.2 | | | 53,431 | 30.3 | 21,261 | 11.0 | 101,038 | 52.5 | | |
| Tin Cans and Other Tinware | | | | | | | | | | | | | | |
| Tin cans and other tinware not elsewhere classified: | | | | | | | | | | | | | | |
| 1939 | 233 | 333,720 | 9,865 | 3.0 | | | 9,504 | 2.9 | 6,178 | 1.8 | 307,308 | 92.1 | 724 | .2 |
| 1935 | 183 | 201,362 | 2,867 | 1.1 | | | 15,469 | 5.9 | 1,507 | .7 | 240,161 | 91.0 | 678 | .4 |
| 1929 | 206 | 256,130 | 1,846 | .7 | | | 16,705 | 6.5 | 3,093 | 1.2 | 234,510 | 91.0 | | |
| Wire Products | | | | | | | | | | | | | | |
| Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills: | | | | | | | | | | | | | | |
| 1939 | 36 | 12,448 | (13) | (13) | | | 5,730 | 46.1 | 1,176 | 9.5 | 13,533 | 134.4 | | |
| 1935 | 37 | 8,631 | (14) | (14) | | | 3,480 | 40.3 | 2,327 | 27.0 | 11,284 | 143.7 | | |
| Wire drawn from purchased rods: | | | | | | | | | | | | | | |
| 1939 | 93 | 169,500 | 51,488 | 32.3 | | | 25,707 | 16.1 | 6,260 | 3.0 | 70,054 | 47.7 | | |
| 1935 | 85 | 156,537 | 45,749 | 29.2 | | | 24,550 | 15.7 | 3,742 | 2.4 | 62,487 | 62.7 | | |
| 1929 | 76 | 178,074 | 12,067 | 6.7 | | | 34,113 | 19.1 | 6,984 | 3.0 | 125,840 | 70.3 | | |
| Wirework not elsewhere classified: | | | | | | | | | | | | | | |
| 1939 | 662 | 158,521 | 13,445 | 8.5 | \$588 | 0.4 | 33,003 | 20.8 | 11,880 | 7.5 | 98,055 | 61.8 | 1,541 | 1.0 |
| 1935 | 530 | 114,337 | 6,303 | 6.0 | (12) | (12) | 23,367 | 20.9 | 12,610 | 12.7 | 74,069 | 64.8 | 898 | .8 |
| Miscellaneous Iron and Steel Products | | | | | | | | | | | | | | |
| Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills: | | | | | | | | | | | | | | |
| 1939 | 154 | 85,310 | 6,438 | 7.5 | | | 14,392 | 16.9 | 1,192 | 1.4 | 63,318 | 74.2 | | |
| 1935 | 140 | 59,444 | 4,515 | 7.6 | | | 10,048 | 16.9 | 1,207 | 2.0 | 43,674 | 73.5 | | |
| 1929 | 117 | 104,866 | 5,117 | 4.9 | | | 26,972 | 25.7 | 618 | .6 | 72,160 | 68.8 | | |
| Firearms: | | | | | | | | | | | | | | |
| 1939 | 23 | 12,747 | | | | | 11,059 | 86.8 | 1,510 | 11.9 | (13) | (13) | 160 | 1.3 |
| 1935 | 22 | 10,747 | | | | | 8,950 | 83.3 | 1,080 | 15.7 | (14) | (14) | 108 | 1.0 |
| 1929 | 21 | 21,335 | | | | | 17,153 | 80.4 | 4,013 | 18.8 | (15) | (15) | 160 | .8 |
| Forgings (iron and steel) made in plants not operated in connection with rolling mills: | | | | | | | | | | | | | | |
| 1939 | 203 | 101,905 | 951 | .9 | | | 6,401 | 6.3 | 494 | .5 | 94,140 | 92.3 | | |
| 1935 | 184 | 64,685 | 849 | 1.3 | | | 2,931 | 4.5 | 379 | .6 | 60,526 | 93.6 | (16) | (16) |
| 1929 | 214 | 155,989 | 2,503 | 1.6 | | | 9,188 | 6.0 | | | 143,805 | 92.4 | | |
| Safes and vaults: | | | | | | | | | | | | | | |
| 1939 | 16 | 5,061 | (11) | (11) | | | 11,457 | 114.3 | 430 | 7.6 | 2,774 | 49.0 | | |
| 1935 | 15 | 3,490 | (11) | (11) | | | 11,362 | 1130.4 | 492 | 14.2 | 1,006 | 46.4 | | |
| 1929 | 27 | 18,989 | (11) | (11) | | | 11,062 | 1110.3 | 8,103 | 42.7 | 8,008 | 47.0 | | |
| Screw-machine products and wood screws: | | | | | | | | | | | | | | |
| 1939 | 345 | 81,996 | 3,607 | 4.4 | | | 17,120 | 20.9 | 1,020 | 1.2 | 60,240 | 73.5 | | |
| 1935 | 300 | 63,114 | 1,195 | 1.9 | | | 10,606 | 16.9 | 1,723 | 2.7 | 49,500 | 78.5 | | |
| 1929 | 273 | 105,975 | (14) | (14) | | | 19,136 | 18.1 | 2,540 | 2.4 | 84,293 | 70.5 | | |
| Springs, steel (except wire), made in plants not operated in connection with rolling mills: | | | | | | | | | | | | | | |
| 1939 | 48 | 21,689 | 413 | 1.9 | | | 4,143 | 19.1 | 1,060 | 4.9 | 15,932 | 73.5 | 132 | .6 |
| 1935 | 52 | 18,031 | 169 | .9 | | | 2,993 | 16.6 | 460 | 2.7 | 14,326 | 79.5 | 93 | .3 |
| 1929 | 86 | 46,366 | 6,693 | 14.5 | (17) | (17) | 14,400 | 31.1 | 1,106 | 2.4 | 30,157 | 65.0 | | |

See footnotes at end of table.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|--|---|----------|---|------------------|---------------|------------------|---|------------------|------------------------------|------------------|--------------------------------------|--------------------|----------------------------------|------------------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | Number of establishments reporting | Amount | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| Miscellaneous Iron and Steel Products—Continued | | | | | | | | | | | | | | |
| Steel barrels, kegs, and drums: | | | | | | | | | | | | | | |
| 1939..... | 63 | \$47,730 | \$4,753 | 9.9 | ----- | ----- | 17 \$2,051 | 17 4.3 | \$317 | 0.7 | ⁴ \$40,618 | ⁵ 85.1 | (⁶) | (⁶) |
| 1935..... | 68 | 33,173 | 4,850 | 14.6 | ----- | ----- | 3,805 | 11.5 | 1,504 | 4.5 | 23,014 | 69.4 | ----- | ----- |
| Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills: | | | | | | | | | | | | | | |
| 1939..... | 49 | 78,416 | 7,987 | 10.2 | ----- | ----- | 22,028 | 29.2 | 2,006 | 2.6 | ¹⁰ 45,196 | ¹⁰ 57.6 | \$200 | 0.4 |
| 1935..... | 52 | 64,838 | 7,727 | 11.9 | ----- | ----- | 17,365 | 26.8 | 1,371 | 2.1 | 38,335 | 59.1 | 40 | .1 |
| 1929..... | 50 | 124,659 | 6,032 | 4.8 | ----- | ----- | 40,131 | 39.4 | ----- | ----- | 69,896 | 56.1 | ----- | ----- |

- ¹ Export intermediaries included for comparative purposes.
- ² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
- ³ Includes farmers, household consumers, and employees at retail.
- ⁴ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.
- ⁵ Revised for comparative purposes, see explanation, p. 2.
- ⁶ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.
- ⁷ Less than one-tenth of 1 percent.
- ⁸ Sales to or through own wholesale branches or offices and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.
- ⁹ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.
- ¹⁰ Interplant transfers included to avoid disclosure.
- ¹¹ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.
- ¹² Sales to or through own retail stores combined with sales to retailers to avoid disclosure.
- ¹³ Sales to or through own wholesale branches or offices and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
- ¹⁴ Sales to or through own wholesale branches or offices combined with sales to industrial, etc., users to avoid disclosure.
- ¹⁵ Sales to industrial, etc., users combined with sales to wholesalers and jobbers to avoid disclosure.
- ¹⁶ Sales to industrial, etc., users combined with sales to retailers to avoid disclosure.
- ¹⁷ Direct export sales included to avoid disclosure.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | Number of establishments reporting distributed sales and transfers | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | | | |
|--|--|--|-------------------|--------------------|---|---------------------|------------------|---------------------|---|---------------------|-----------------------|---------------------|---|---------------------|------------------------|---------------------|--------------------------------------|---------------------|----------------------------------|---------------------|
| | | ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹ | | | To or through manufacturer-owned-and-operated outlets | | | | To other business concerns in the United States, for resale | | | | Export, direct to buyers in other countries | | To users and consumers | | | | | |
| | | Number | Using exclusively | Total ² | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | Number | Selling exclusively | Industrial, etc., users ³ | | Consumers at retail ⁴ | |
| | | | | | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | | | Number | Selling exclusively | Number | Selling exclusively |
| Blast Furnace, Steel Works, and Rolling Mills Products | | | | | | | | | | | | | | | | | | | | |
| Blast-furnace products..... | 81 | 50 | 16 | 65 | 20 | 18 | ----- | 4 | 2 | 4 | ----- | ----- | 8 | ----- | 45 | 32 | ----- | ----- | | |
| Steel works and rolling mills..... | 253 | 137 | 5 | 248 | 86 | 20 | ----- | 09 | 4 | 05 | ----- | 21 | 103 | ----- | 208 | 38 | ----- | ----- | | |
| Cutlery, Tools, and Hardware | | | | | | | | | | | | | | | | | | | | |
| Cutlery (except aluminum, silver, and plated cutlery) and edge tools..... | 266 | 12 | 3 | 263 | 11 | 7 | ----- | 151 | 45 | 28 | ----- | 89 | 14 | 62 | 1 | 125 | 74 | 20 | 2 | |
| Files..... | 22 | ----- | ----- | 22 | (⁵) | ----- | ----- | ⁶ 17 | 0 | ⁶ 5 | ----- | 5 | 1 | (⁵) | ----- | 13 | 4 | ----- | ----- | |
| Saws..... | 87 | 5 | ----- | 87 | 8 | 2 | ----- | 46 | 5 | 5 | ----- | 23 | 1 | 16 | ----- | 60 | 22 | 12 | 1 | |
| Tools (except edge tools, machine tools, files, and saws)..... | 384 | 21 | 1 | 383 | 0 | 2 | ----- | 204 | 87 | 56 | ----- | 117 | 19 | 98 | ----- | 182 | 68 | 25 | 2 | |
| Hardware not elsewhere classified..... | 428 | 13 | 1 | 427 | 20 | 1 | ----- | 236 | 75 | 49 | ----- | 150 | 22 | 90 | ----- | 250 | 86 | 33 | 1 | |
| Fabricated Structural Steel and Ornamental Metalwork | | | | | | | | | | | | | | | | | | | | |
| Doors, window sash, frames, molding, and trim (metal)..... | 205 | (⁷) | (⁷) | 205 | ⁸ 15 | ⁸ 3 | (⁸) | (⁸) | 72 | 13 | 9 | ----- | 24 | ----- | 15 | ----- | ⁷ 179 | ⁷ 103 | 21 | 2 |
| Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills..... | 1,124 | 20 | ----- | 1,124 | 23 | 12 | ----- | 196 | 35 | 33 | ----- | 90 | 13 | 26 | ----- | 1,015 | 730 | 158 | 30 | |

See footnotes at end of table.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939—Continued

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | Number of establishments reporting distributed sales and transfers | | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | | | |
|--|--|------------------|--|------------------|---|----------------------|----------------------|----------------------|---|----------------------|-----------------------|----------------------|------------------------------|----------------------|---|--------|--------------------------------------|----------------------|----------------------------------|----------------------|----------------------|
| | | | ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹ | | To or through manufacturer-owned-and-operated outlets | | | | To other business concerns in the United States, for resale | | | | | | Export, direct to buyers in other countries | | To users and consumers | | | | |
| | | | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | | | Industrial, etc., users ² | | Consumers at retail ⁴ | | |
| | | | | | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively | | | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively |
| | | | Total ³ | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively | Number | Selling ex-clusively |
| Heating Apparatus and Plumbers' Supplies | | | | | | | | | | | | | | | | | | | | | |
| Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semi-vitreous-china sanitary ware)..... | | | | | | | | | | | | | | | | | | | | | |
| 255 | 20 | 1 | 254 | 20 | 2 | 222 | 108 | 30 | 53 | 7 | 25 | 70 | 14 | 14 | 14 | 10 | 30 | 10 | 30 | 10 | 10 |
| Oil burners (domestic and industrial)..... | | | | | | | | | | | | | | | | | | | | | |
| 130 | 15 | 3 | 130 | 6 | 1 | 60 | 22 | 0 | 41 | 15 | 10 | 45 | 10 | 30 | 10 | 30 | 10 | 30 | 10 | 10 | 10 |
| Power boilers and associated products..... | | | | | | | | | | | | | | | | | | | | | |
| 431 | 15 | 3 | 428 | 16 | 9 | 145 | 18 | 27 | 67 | 3 | 21 | 369 | 210 | 54 | 64 | 10 | 6 | 10 | 6 | 10 | 10 |
| Steam and hot-water heating apparatus (including hot-water furnaces)..... | | | | | | | | | | | | | | | | | | | | | |
| 68 | 7 | — | 68 | 27 | 18 | 36 | 10 | 4 | 8 | 1 | 10 | 24 | 8 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| Steam fittings, regardless of material..... | | | | | | | | | | | | | | | | | | | | | |
| 181 | 11 | 2 | 179 | 21 | 4 | 112 | 25 | 24 | 19 | 2 | 43 | 132 | 47 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 |
| Stoves, ranges, water heaters, and hot-air furnaces (except electric)..... | | | | | | | | | | | | | | | | | | | | | |
| 446 | 10 | 1 | 445 | 25 | 0 | 294 | 01 | 20 | 262 | 30 | 32 | 150 | 22 | 137 | 20 | 20 | 20 | 20 | 20 | 20 | 20 |
| Heating and cooking apparatus (except electric) not elsewhere classified..... | | | | | | | | | | | | | | | | | | | | | |
| 138 | — | — | 138 | (⁵) | — | 65 | 13 | 0 | 30 | 10 | 14 | 88 | 44 | 31 | 8 | 8 | 8 | 8 | 8 | 8 | 8 |
| Iron and Steel Foundry Products | | | | | | | | | | | | | | | | | | | | | |
| Cast-iron pipe and fittings..... | | | | | | | | | | | | | | | | | | | | | |
| 74 | 22 | — | 74 | 16 | 2 | 40 | 27 | 4 | 5 | — | 10 | 30 | 12 | — | — | — | — | — | — | — | — |
| Gray-iron and semisteel castings..... | | | | | | | | | | | | | | | | | | | | | |
| 1,157 | 67 | 12 | 1,145 | 7 | 1 | 308 | 74 | 20 | 120 | 10 | 28 | 1,012 | 722 | 95 | 11 | 11 | 11 | 11 | 11 | 11 | 11 |
| Malleable-iron castings..... | | | | | | | | | | | | | | | | | | | | | |
| 83 | 14 | — | 83 | (⁶) | (⁶) | 21 | 2 | 8 | 5 | — | (⁶) | 80 | 56 | — | — | — | — | — | — | — | — |
| Steel castings..... | | | | | | | | | | | | | | | | | | | | | |
| 164 | 35 | 2 | 162 | 5 | 1 | 25 | 3 | 9 | — | — | 22 | 150 | 120 | — | — | — | — | — | — | — | — |
| Metal Stamping, Enameling, Galvanizing, Japanning, and Lacquering | | | | | | | | | | | | | | | | | | | | | |
| Automobile stampings..... | | | | | | | | | | | | | | | | | | | | | |
| 90 | 0 | — | 90 | 3 | — | 36 | 8 | 8 | — | — | 23 | 77 | 44 | — | — | — | — | — | — | — | — |
| Enameling, japanning, and lacquering..... | | | | | | | | | | | | | | | | | | | | | |
| 18 | — | — | 18 | — | — | 4 | 2 | — | — | — | — | 14 | 13 | — | — | — | — | — | — | — | — |
| Galvanizing and other coating carried on in plants not operated in connection with rolling mills..... | | | | | | | | | | | | | | | | | | | | | |
| 23 | — | — | 23 | — | — | 0 | 0 | — | — | — | — | 10 | 10 | — | — | — | — | — | — | — | — |
| Stamped and pressed metal products (except automobile stampings)..... | | | | | | | | | | | | | | | | | | | | | |
| 630 | 10 | 4 | 632 | 16 | 8 | 281 | 97 | 32 | 123 | 22 | 60 | 458 | 276 | 20 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Vitreous enameled products (including kitchen, household, and hospital utensils)..... | | | | | | | | | | | | | | | | | | | | | |
| 55 | 3 | 1 | 54 | 4 | 1 | 28 | 4 | 4 | 17 | — | 8 | 43 | 22 | 0 | — | — | — | — | — | — | — |
| Tin Cans and Other Tinware | | | | | | | | | | | | | | | | | | | | | |
| Tin cans and other tinware not elsewhere classified..... | | | | | | | | | | | | | | | | | | | | | |
| 248 | 06 | 13 | 235 | 13 | 2 | 82 | 21 | 10 | 45 | 0 | 21 | 180 | 116 | 0 | — | — | — | — | — | — | — |
| Wire Products | | | | | | | | | | | | | | | | | | | | | |
| Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills..... | | | | | | | | | | | | | | | | | | | | | |
| 30 | (⁷) | — | 30 | (⁷) | (⁷) | 28 | 2 | 8 | 15 | 1 | 0 | 28 | 6 | — | — | — | — | — | — | — | — |
| Wire drawn from purchased rods..... | | | | | | | | | | | | | | | | | | | | | |
| 65 | 34 | 2 | 63 | 28 | 8 | 44 | 21 | 15 | 15 | 2 | 30 | 77 | 12 | — | — | — | — | — | — | — | — |
| Wirework not elsewhere classified..... | | | | | | | | | | | | | | | | | | | | | |
| 066 | 41 | 3 | 062 | 28 | 16 | 291 | 111 | 30 | 130 | 25 | 57 | 444 | 258 | 65 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| Miscellaneous Iron and Steel Products | | | | | | | | | | | | | | | | | | | | | |
| Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills..... | | | | | | | | | | | | | | | | | | | | | |
| 155 | 17 | 1 | 154 | 7 | — | 101 | 20 | 21 | 23 | 3 | 20 | 110 | 43 | — | — | — | — | — | — | — | — |
| Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills..... | | | | | | | | | | | | | | | | | | | | | |
| 43 | 10 | 1 | 42 | (⁸) | — | 21 | 3 | 8 | 3 | — | 16 | 30 | 12 | — | — | — | — | — | — | — | — |
| Firearms..... | | | | | | | | | | | | | | | | | | | | | |
| 23 | — | — | 23 | — | — | 18 | 3 | 5 | 11 | — | 13 | (¹⁰) | 8 | — | — | — | — | — | — | — | — |
| Forgings (iron and steel) made in plants not operated in connection with rolling mills..... | | | | | | | | | | | | | | | | | | | | | |
| 204 | 17 | 1 | 203 | 5 | — | 54 | 8 | 14 | 12 | 1 | 30 | 170 | 110 | — | — | — | — | — | — | — | — |
| Safes and vaults..... | | | | | | | | | | | | | | | | | | | | | |
| 16 | — | — | 16 | (⁹) | — | 9 | 2 | — | 6 | 1 | 5 | 12 | 5 | — | — | — | — | — | — | — | — |
| Screw-machine products and wood screws..... | | | | | | | | | | | | | | | | | | | | | |
| 345 | 11 | — | 345 | 0 | 2 | 117 | 36 | 11 | 20 | 1 | 17 | 303 | 214 | — | — | — | — | — | — | — | — |
| Springs, steel (except wire), made in plants not operated in connection with rolling mills..... | | | | | | | | | | | | | | | | | | | | | |
| 49 | 3 | 1 | 48 | 3 | — | 27 | — | 5 | 17 | — | 8 | 33 | 14 | 14 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Steel barrels, kegs, and drums..... | | | | | | | | | | | | | | | | | | | | | |
| 64 | 4 | 1 | 63 | 4 | 1 | 10 | 1 | 3 | 7 | — | (⁹) | 58 | 43 | (¹¹) | — | — | — | — | — | — | — |
| Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills..... | | | | | | | | | | | | | | | | | | | | | |
| 49 | (⁷) | (⁷) | 49 | 5 | 1 | 22 | 1 | 0 | 6 | — | 13 | 742 | 710 | 9 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |

¹ See definition for "Interplant transfers," p. 3.

² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."

³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

⁴ Includes farmers, household consumers, and employees at retail.

⁵ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.

⁶ Establishments reporting direct export sales combined with export intermediaries to avoid disclosure.

⁷ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.

⁸ Establishments reporting sales to or through own retail stores combined with own wholesale branches or offices to avoid disclosure.

⁹ Establishments reporting interplant transfers and sales to or through own wholesale branches or offices combined with industrial, etc., users to avoid disclosure.

¹⁰ Establishments reporting sales to industrial, etc., users combined with wholesalers and jobbers to avoid disclosure.

¹¹ Establishments reporting sales to consumers at retail combined with industrial, etc., users to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | Value of products ¹ | INVENTORY ¹ (FINISHED PRODUCTS) | | Purchased merchandise sold without processing (+) | Receipts for contract and repair work ¹ (-) | Value of products not distributed (-) | Inter-plant transfers (-) | Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G) | Total distributed sales reported | Total number of establishments | NUMBER OF ESTABLISHMENTS REPORTING | | | | |
|---|--------------------------------|--|----------------------|---|--|---------------------------------------|---------------------------|--|----------------------------------|--------------------------------|------------------------------------|---------------------------|-----------------------------------|------------------------|-------|
| | | Beginning of year 1939 (+) | End of year 1939 (-) | | | | | | | | Ex-clusive contract work | No dis-tribution of sales | Exclu-sive inter-plant trans-fers | Dis-tribution of sales | |
| | A | B | C | D | E | F | G | | | | | | | | |
| Blast Furnace, Steel Works, and Rolling Mills Products | | | | | | | | | | | | | | | |
| Blast-furnace products..... | \$550,802 | \$53,598 | \$32,734 | \$1,710 | \$2,083 | | \$450,057 | \$120,336 | \$100,920 | 81 | | | | 16 | 65 |
| Steel works and rolling mills..... | 2,720,020 | 188,171 | 201,809 | 10,591 | 1,797 | | 449,475 | 2,265,701 | 2,239,009 | 253 | | | | 5 | 248 |
| Cutlery, Tools, and Hardware | | | | | | | | | | | | | | | |
| Cutlery (except aluminum, silver, and plated cutlery) and edge tools..... | 50,024 | 4,953 | 4,380 | 979 | 448 | | 1,452 | 50,576 | 58,940 | 260 | | | | 3 | 203 |
| Files..... | 11,294 | 1,940 | 1,817 | 65 | | | | 11,482 | 11,462 | 22 | | | | | 22 |
| Saws..... | 18,471 | 4,082 | 3,791 | 1,733 | 465 | | 358 | 10,072 | 19,698 | 87 | | | | | 87 |
| Tools (except edge tools, machine tools, files, and saws)..... | 75,290 | 7,005 | 0,955 | 3,923 | 408 | | 1,813 | 76,082 | 78,214 | 337 | 3 | | | 1 | 383 |
| Hardware not elsewhere classified..... | 154,476 | 16,324 | 15,235 | 3,440 | 121 | \$2,852 | 3,125 | 151,907 | 150,055 | 434 | | 6 | | 1 | 427 |
| Fabricated Structural Steel and Ornamental Metalwork | | | | | | | | | | | | | | | |
| Doors, window sash, frames, molding, and trim (metal)..... | 48,210 | 1,707 | 2,037 | 1,503 | 470 | | (*) | 49,012 | 48,933 | 205 | | | | (*) | 205 |
| Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills..... | 284,070 | 12,385 | 14,856 | 10,494 | 2,780 | 3,652 | 18,257 | 273,008 | 272,757 | 1,138 | 5 | 9 | | | 1,124 |
| Heating Apparatus and Plumbers' Supplies | | | | | | | | | | | | | | | |
| Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semivitreous-china sanitary ware)..... | 125,578 | 12,052 | 10,002 | 4,572 | 013 | 900 | 4,054 | 125,937 | 124,044 | 259 | | 4 | | 1 | 254 |
| Oil burners (domestic and industrial)..... | 18,408 | 2,131 | 1,991 | 1,146 | 341 | | | 19,413 | 19,409 | 130 | | | | | 130 |
| Power boilers and associated products..... | 140,000 | 4,177 | 4,377 | 2,850 | 0,372 | 109 | 2,059 | 135,019 | 134,596 | 448 | 14 | 3 | | 3 | 428 |
| Steam and hot-water heating apparatus (including hot-water furnaces)..... | 45,378 | 7,019 | 0,241 | 1,807 | | | 331 | 47,032 | 47,813 | 68 | | | | | 68 |
| Steam fittings, regardless of material..... | 111,080 | 13,834 | 12,762 | 3,938 | 810 | | 2,706 | 113,504 | 113,249 | 181 | | | | 2 | 170 |
| Stoves, ranges, water heaters, and hot-air furnaces (except electric)..... | 223,427 | 17,557 | 17,551 | 6,070 | 1,277 | 226 | 3,677 | 224,323 | 227,825 | 440 | | 3 | | 1 | 445 |
| Heating and cooking apparatus (except electric) not elsewhere classified..... | 20,330 | 1,127 | 1,041 | 1,100 | 255 | | | 21,267 | 21,323 | 138 | | | | | 138 |
| Iron and Steel Foundry Products | | | | | | | | | | | | | | | |
| Cast-iron pipe and fittings..... | 65,079 | 8,406 | 7,573 | 1,365 | | | 2,887 | 64,300 | 64,183 | 74 | | | | | 74 |
| Gray-iron and semisteel castings..... | 209,720 | 8,898 | 9,711 | 1,749 | 2,962 | | 11,333 | 196,361 | 195,070 | 1,101 | 4 | | | 12 | 1,145 |
| Malleable-iron castings..... | 83,451 | 3,959 | 4,301 | 214 | | | 3,471 | 49,762 | 50,448 | 83 | | | | | 83 |
| Steel castings..... | 135,466 | 3,774 | 4,564 | 1,368 | 040 | | 3,943 | 131,455 | 128,607 | 104 | | | | 2 | 102 |

See footnotes at end of table.

TABLE 5.—RECONCILIATION OF MANUFACTURERS VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939—Continued

[Values expressed in thousands of dollars]

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | Value of products ¹ | INVENTORY ¹ (FINISHED PRODUCTS) | | Purchased merchandise sold without processing (+) | Receipts for contract and repair work ¹ (-) | Value of products not distributed (-) | Interplant transfers (-) | Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G) | Total distributed sales reported | Total number of establishments ¹ | NUMBER OF ESTABLISHMENTS REPORTING | | | |
|---|--------------------------------|--|----------------------|---|--|---------------------------------------|--------------------------|--|----------------------------------|---|------------------------------------|--------------------------|--------------------------------|-----------------------|
| | | Beginning of year 1939 (+) | End of year 1939 (-) | | | | | | | | Exclusive contract work | No distribution of sales | Exclusive interplant transfers | Distribution of sales |
| | | | | | | | | | | | | | | |
| Metal Stamping, Enameling, Galvanizing, Japanning, and Lacquering | | | | | | | | | | | | | | |
| Automobile stampings..... | \$47,833 | \$1,107 | \$1,317 | \$306 | 5,158 | | \$1,152 | \$40,837 | \$46,840 | 90 | | | | 90 |
| Enameling, japanning, and lacquering. Galvanizing and other coating carried on in plants not operated in connection with rolling mills..... | 6,036 | 01 | 118 | 20 | | | | 1,780 | 1,718 | 80 | 02 | | | 18 |
| Stamped and pressed metal products (except automobile stampings)..... | 6,106 | 02 | 03 | | 4,730 | | | 1,450 | 1,323 | 83 | 60 | | | 23 |
| Vitreous enameled products (including kitchen, household, and hospital utensils)..... | 178,395 | 11,524 | 12,148 | 1,709 | 1,078 | \$014 | 5,082 | 171,806 | 173,527 | 655 | 10 | 0 | 4 | 632 |
| | 44,239 | 2,914 | 2,074 | 175 | | | 500 | 43,755 | 42,711 | 55 | | | 1 | 54 |
| Tin Cans and Other Tinware | | | | | | | | | | | | | | |
| Tin cans and other tinware not elsewhere classified..... | 372,610 | 20,720 | 22,052 | 5,487 | 520 | | 32,802 | 342,780 | 334,232 | 248 | | | 13 | 235 |
| Wire Products | | | | | | | | | | | | | | |
| Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills..... | 12,008 | 1,877 | 1,061 | 65 | | | (3) | 12,880 | 12,817 | 36 | | | | 36 |
| Wire drawn from purchased rods..... | 176,503 | 13,021 | 12,084 | 2,108 | 605 | | 10,004 | 163,030 | 161,378 | 95 | | | 2 | 93 |
| Wirework not elsewhere classified..... | 158,817 | 15,500 | 16,201 | 5,239 | | 1,308 | 5,012 | 156,975 | 159,408 | 660 | | 4 | 3 | 662 |
| Miscellaneous Iron and Steel Products | | | | | | | | | | | | | | |
| Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills..... | 84,118 | 0,040 | 0,771 | 3,036 | | | | 85,508 | 85,874 | 155 | | | 1 | 154 |
| Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills..... | 70,401 | 3,888 | 3,517 | 633 | | | 2,465 | 68,040 | 69,360 | 43 | | | 1 | 42 |
| Firearms..... | 17,712 | 2,871 | 2,320 | 240 | 278 | | | 18,228 | 13,906 | 23 | | | | 23 |
| Forgings (iron and steel) made in plants not operated in connection with rolling mills..... | 104,883 | 3,025 | 4,195 | 1,060 | 300 | | 1,804 | 103,575 | 102,781 | 207 | 3 | | 1 | 203 |
| Safes and vaults..... | 6,084 | 302 | 401 | 21 | 343 | | | 6,063 | 5,858 | 10 | | | | 16 |
| Screw-machine products and wood screws..... | 82,807 | 0,258 | 8,857 | 1,100 | 652 | | 1,210 | 82,137 | 82,498 | 345 | | | | 345 |
| Springs, steel (except wire), made in plants not operated in connection with rolling mills..... | 23,044 | 708 | 950 | 827 | 478 | | 1,040 | 22,006 | 22,142 | 53 | 4 | | 1 | 48 |
| Steel barrels, kegs, and drums..... | 49,160 | 1,085 | 1,631 | 208 | 199 | | 1,170 | 48,060 | 47,730 | 64 | | | 1 | 63 |
| Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills..... | 75,805 | 0,583 | 10,207 | 4,585 | | | (3) | 70,730 | 70,245 | 40 | | | (3) | 4 |

¹ From Census of Manufactures.

² See explanation under "Correlation with Census of Manufactures," p. 2.

³ Omitted to avoid disclosure.

⁴ Interplant transfers included to avoid disclosure.

CENSUS OF BUSINESS

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

| IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY | DISTRIBUTED SALES | | | | | | | | | |
|---|-------------------|---|-------------------|--------------------------|--------------------------|------------------|---|--------------------------|---------------------------|------------------|
| | 1939 | | | | | 1935 | | | | |
| | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | Number of establishments | | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | |
| | | Amount | Per-cent of total | Total re- porting | Selling ex- clusively | | Amount | Per-cent of total | Total estab- lishments | |
| | | | | | | | Total re- porting | Selling ex- clusively | | |
| Blast Furnace, Steel Works, and Rolling Mills Products | | | | | | | | | | |
| Blast furnace products..... | \$100, 143 | \$27, 014 | 27.0 | 18 | | \$58, 493 | \$15, 220 | 26.0 | 15 | 0 |
| Steel castings..... | 127, 724 | 7, 970 | 6.2 | 40 | | 1, 569, 744 | 60, 053 | 3.8 | 86 | 2 |
| Steel works and rolling mills..... | 2, 100, 654 | 93, 866 | 4.3 | 82 | | | | | | |
| Cutlery, Tools, and Hardware | | | | | | | | | | |
| Cutlery (except aluminum, silver, and plated cutlery) and edge tools..... | 55, 739 | 7, 580 | 13.6 | 42 | 8 | 56, 294 | 5, 686 | 9.0 | 41 | |
| Files..... | 11, 462 | (¹) | (²) | (³) | (⁴) | 7, 697 | (⁵) | (⁶) | (⁷) | (⁸) |
| Saws..... | 18, 837 | 629 | 3.4 | 9 | 1 | 12, 604 | 438 | 3.5 | 10 | |
| Tools (except edge tools, machine tools, files, and saws)..... | 74, 430 | 13, 175 | 17.7 | 87 | 1 | 50, 294 | 7, 232 | 14.4 | 81 | 8 |
| Hardware not elsewhere classified..... | 147, 450 | 11, 823 | 8.0 | 88 | 6 | 108, 007 | 7, 501 | 7.1 | 84 | 3 |
| Fabricated Structural Steel and Ornamental Metalwork | | | | | | | | | | |
| Doors, window sash, frames, molding, and trim (metal)..... | 48, 606 | 12, 073 | 24.8 | 48 | 1 | 25, 355 | 3, 171 | 12.5 | 42 | 2 |
| Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills..... | 271, 417 | 5, 258 | 1.9 | 50 | 1 | 173, 307 | 2, 170 | 1.3 | 63 | 1 |
| Heating Apparatus and Plumbers' Supplies | | | | | | | | | | |
| Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous and semivitreous-china sanitary ware)..... | 124, 316 | 11, 800 | 9.5 | 55 | 5 | 65, 926 | 3, 218 | 4.9 | 43 | 1 |
| Oil burners (domestic and industrial)..... | 19, 131 | 1, 326 | 6.9 | 12 | | 287, 348 | 20, 868 | 7.3 | 145 | 20 |
| Steam and hot-water heating apparatus (including hot-water furnaces)..... | 47, 581 | 6, 475 | 13.6 | 12 | 2 | | | | | |
| Steam fittings, regardless of material..... | 110, 480 | 12, 008 | 10.9 | 50 | 7 | | | | | |
| Stoves, ranges, water heaters, and hot-air furnaces (except electric)..... | 227, 309 | 10, 038 | 4.4 | 52 | 3 | | | | | |
| Heating and cooking apparatus (except electric) not elsewhere classified..... | 21, 099 | 3, 873 | 18.4 | 19 | 2 | | | | | |
| Power boilers and associated products..... | 133, 992 | 8, 750 | 6.5 | 51 | | 71, 368 | 3, 591 | 5.0 | 60 | 23 |
| Iron and Steel Foundry Products | | | | | | | | | | |
| Cast-iron pipe and fittings..... | 62, 284 | 3, 826 | 6.1 | 15 | | 38, 002 | 4, 264 | 11.2 | 15 | 5 |
| Gray-iron and semisteel castings..... | 194, 609 | 6, 284 | 3.2 | 59 | 5 | 182, 241 | 5, 743 | 3.2 | 83 | 6 |
| Malleable-iron castings..... | 50, 448 | 4, 179 | 8.3 | 18 | | | | | | |
| Metal Stamping, Enameling, Galvanizing, Japanning, and Lacquering | | | | | | | | | | |
| Automobile stampings..... | 46, 271 | 5, 243 | 11.3 | 20 | 1 | 105, 081 | 16, 826 | 8.0 | 114 | 11 |
| Enameling, japanning, and lacquering..... | 1, 718 | | | | | | | | | |
| Stamped and pressed metal products (except automobile stampings)..... | 171, 004 | 20, 171 | 11.8 | 84 | 6 | | | | | |
| Vitreous enameled products (including kitchen, household, and hospital utensils)..... | 42, 326 | 1, 660 | 3.9 | 9 | | | | | | |
| Galvanizing and other coating carried on in plants not operated in connection with rolling mills..... | 1, 323 | | | | | | | | | |
| Tin Cans and Other Tinware | | | | | | | | | | |
| Tin cans and other tinware not elsewhere classified..... | 333, 729 | 3, 353 | 1.0 | 20 | | 261, 362 | 1, 309 | .5 | 14 | 1 |
| Wire Products | | | | | | | | | | |
| Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills..... | 12, 448 | 2, 107 | 16.9 | 14 | | 8, 631 | 2, 227 | 25.8 | 10 | |
| Wire drawn from purchased rods..... | 159, 509 | 18, 150 | 11.4 | 38 | | 156, 537 | 10, 264 | 6.6 | 23 | |
| Wirework not elsewhere classified..... | 168, 521 | 12, 936 | 8.2 | 79 | | 114, 337 | 8, 626 | 7.5 | 89 | 10 |
| Miscellaneous Iron and Steel Products | | | | | | | | | | |
| Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills..... | 85, 310 | 8, 550 | 10.0 | 55 | | 59, 444 | 5, 827 | 9.8 | 47 | 1 |
| Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills..... | 65, 957 | 13, 098 | 19.9 | 15 | 1 | (¹) | (²) | (³) | (⁴) | (⁵) |
| Firearms..... | 12, 747 | 1, 202 | 9.4 | 7 | | 10, 747 | 499 | 4.6 | 8 | |
| Forgings (iron and steel) made in plants not operated in connection with rolling mills..... | 161, 995 | 14, 951 | 14.7 | 44 | 2 | 64, 085 | 6, 853 | 10.6 | 41 | |
| Safes and vaults..... | 5, 661 | 599 | 10.5 | 5 | 2 | 3, 460 | 175 | 5.1 | 3 | 1 |
| Screw-machine products and wood screws..... | 81, 996 | 2, 630 | 3.2 | 55 | 2 | 63, 114 | 5, 196 | 8.2 | 47 | 3 |
| Springs, steel (except wire), made in plants not operated in connection with rolling mills..... | 21, 889 | 1, 000 | 4.6 | 5 | | 18, 031 | | | | |
| Steel barrels, kegs, and drums..... | 47, 739 | 3, 938 | 8.2 | 8 | | 33, 173 | 3, 576 | 10.8 | 9 | |
| Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills..... | 78, 416 | 15, 298 | 19.5 | 14 | 3 | 104, 833 | 8, 603 | 13.3 | 14 | |

¹ Revised for comparative purposes, see explanation, p. 2.² Direct export sales included to avoid disclosure.³ Omitted to avoid disclosure.⁴ Not shown separately.

Group 15. NONFERROUS METALS AND THEIR PRODUCTS

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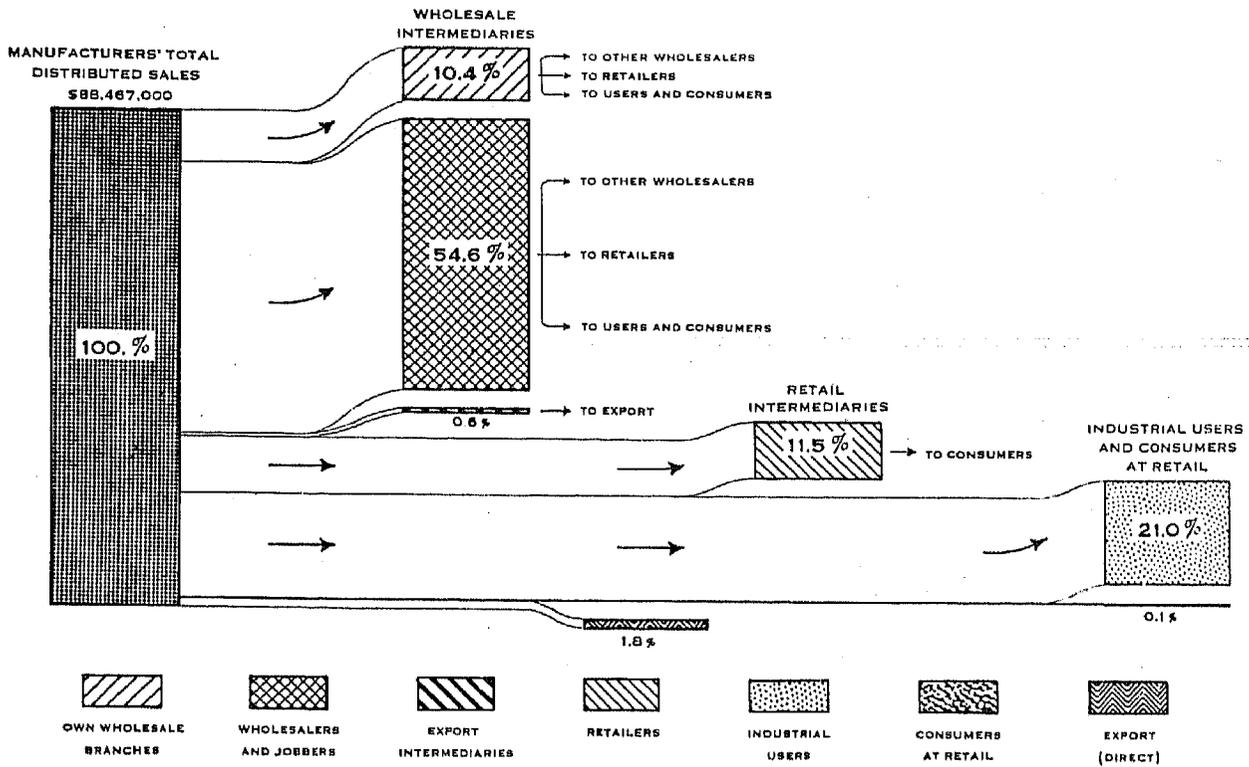
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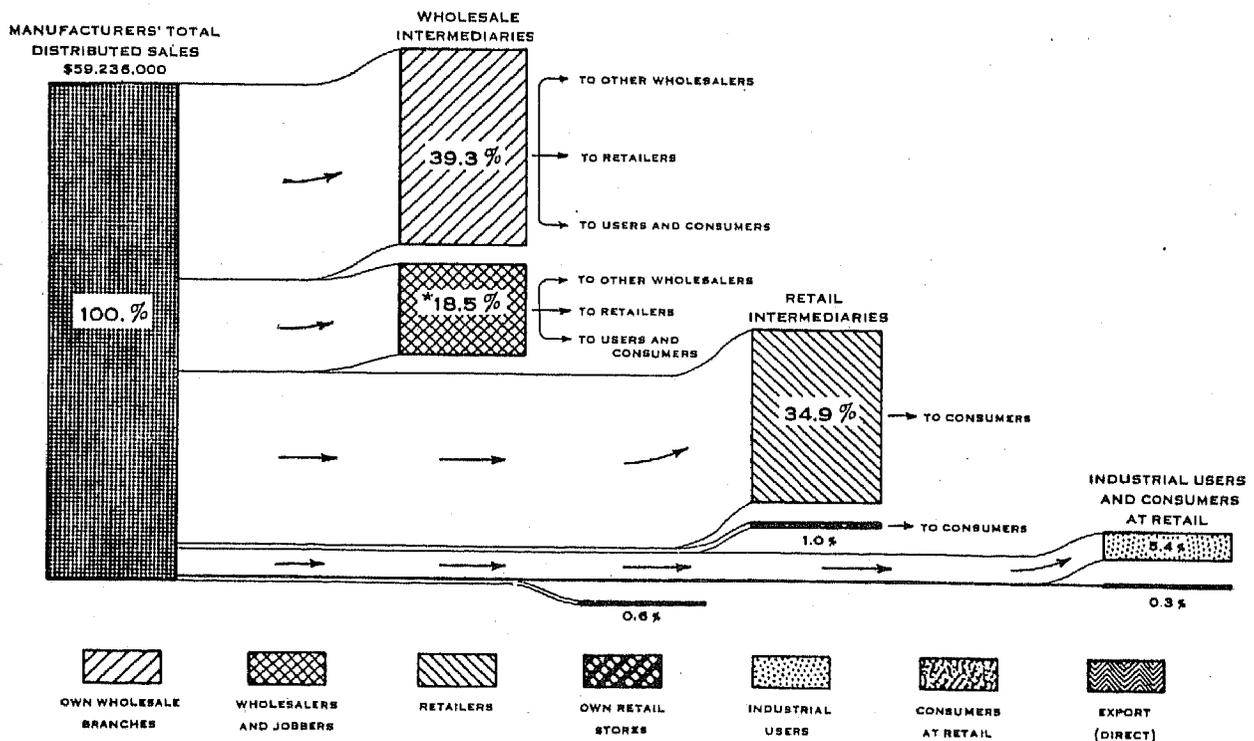
CLOCKS, WATCHES, AND MATERIALS AND PARTS (EXCEPT WATCHCASES)

CHART 1. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



SILVERWARE AND PLATED WARE

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



* Includes sales to export intermediaries

JEWELRY (PRECIOUS METALS)

CHART 3A. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939

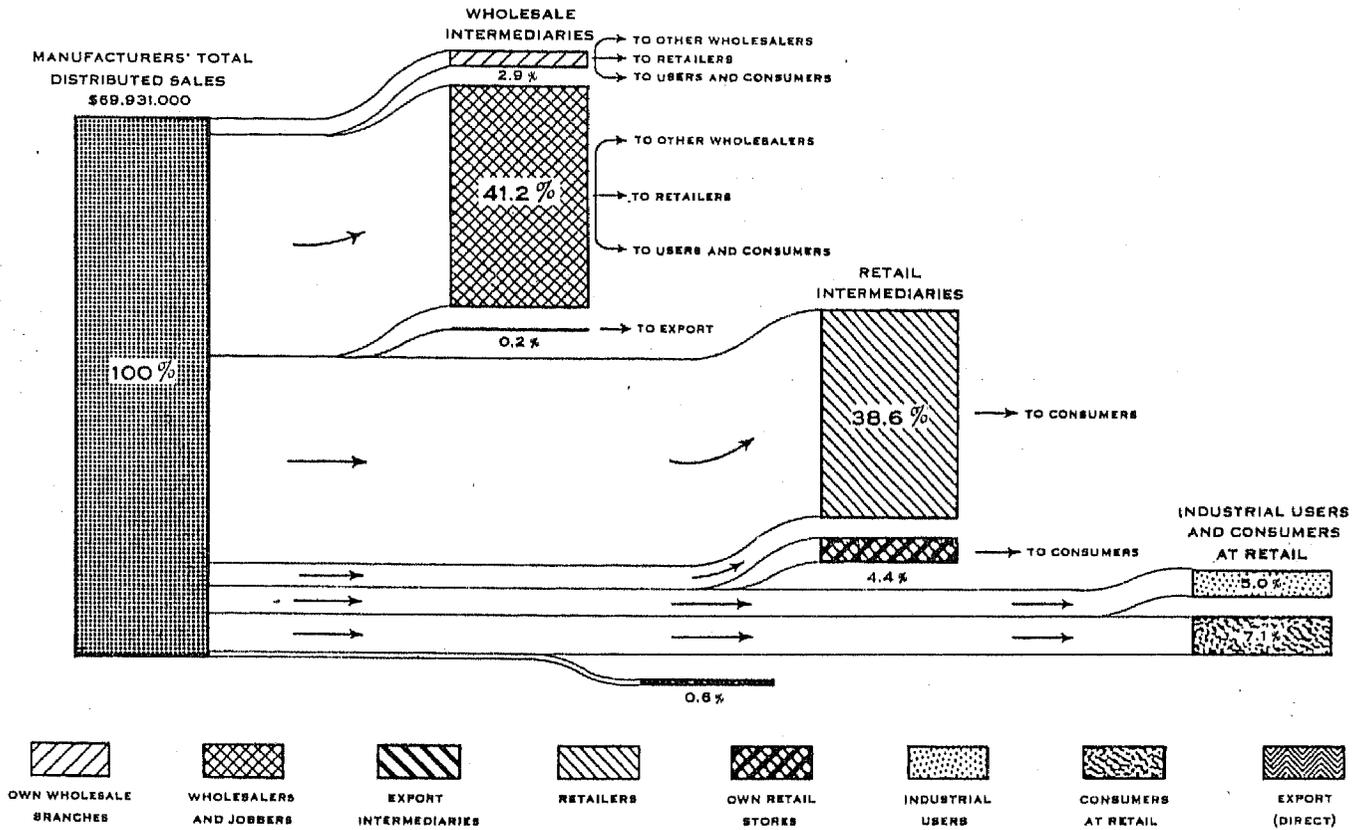
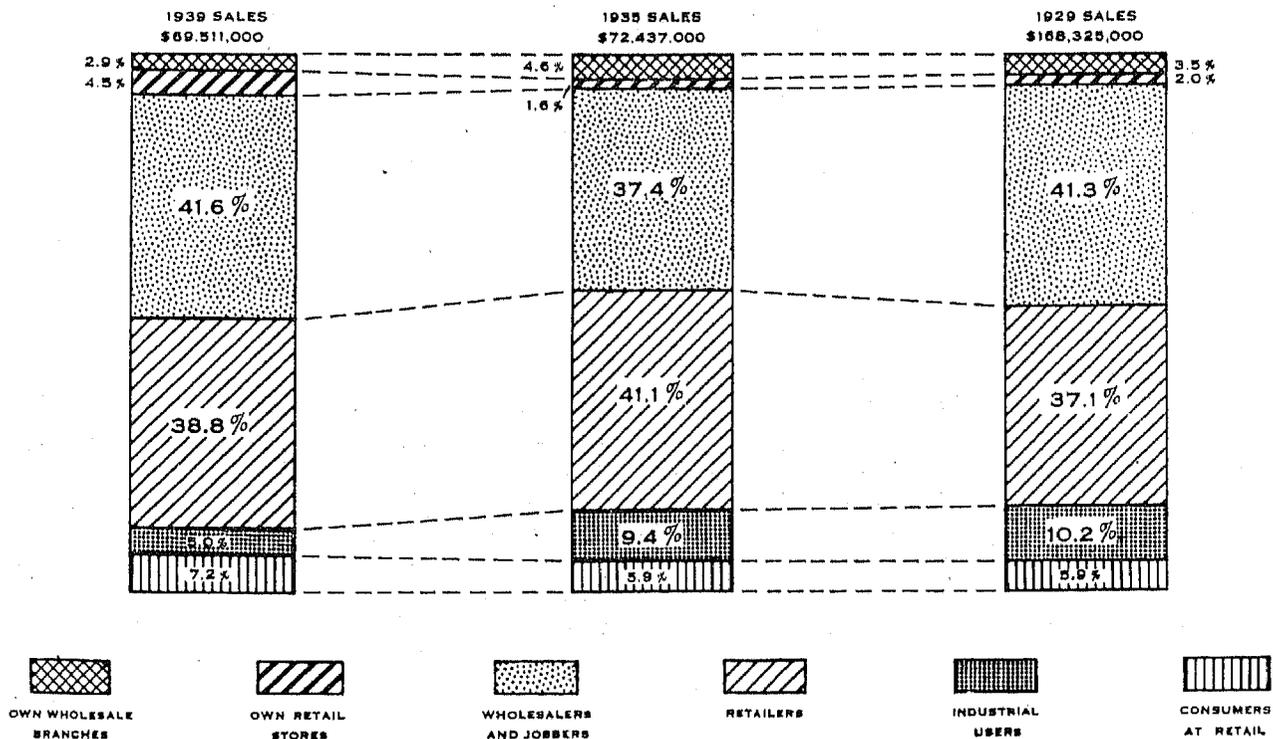


CHART 3B. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939, 1935, AND 1929



NONFERROUS METALS AND THEIR PRODUCTS

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments chiefly engaged in primary and secondary smelting and refining of nonferrous metals; in alloying, rolling, and drawing nonferrous metals; and in manufacturing nonferrous metal products. Also included are establishments manufacturing sheet-metal products, regardless of material, not classified in other groups; establishments electroplating, plating and polishing, and engraving on metal except for printing purposes; and establishments engaged in lapidary work.

ALLOYING, AND ROLLING AND DRAWING

Alloying, and rolling and drawing of nonferrous metals (except aluminum).—Includes establishments primarily engaged in the alloying of nonferrous metals (other than aluminum) from new metals, or from scrap metals; rolling, drawing, or extruding products of nonferrous metals (except aluminum or aluminum alloys), such as plates and sheets, rods, tubing, pipe and wire. This industry classification does not include establishments engaged primarily in the recovery of nonferrous metals or nonferrous metal alloys from new or used scrap, nor the casting of such metals into ingots and pigs without alloying.

CLOCKS AND WATCHES

Clocks, watches, and materials and parts (except watchcases).—Includes establishments primarily engaged in the manufacture of clocks (including electrical), watches, and other devices operated by a clockwork, such as time-recording instruments and stamps, time switches, locks, etc., and the manufacture of clock and watch parts and materials (not including watchcases or watch crystals). Establishments that install purchased movements or movements of their own manufacture in purchased cases or those that install purchased movements in purchased cases are classified as manufacturers of watches.

Watchcases.—Includes establishments primarily engaged in the manufacture of watchcases, for sale as such. Establishments that install purchased movements in cases of their own manufacture are assigned to the "Clocks, watches, and materials and parts (except watchcases)" industry, and their products are reported as watches.

ENGRAVING ON METAL, PLATING, AND POLISHING

Electroplating, plating, and polishing.—Includes establishments primarily engaged in the plating, by electrolysis, of various metal articles, such as motor-vehicle accessories, lighting fixtures, musical instruments, and jewelry, with gold, silver, chromium, copper, nickel, and zinc. This industry represents, to a large extent, receipts for electroplating done on articles owned by others. Many establishments that manufacture jewelry and other commodities do their own electroplating and do not report its value separately, and therefore the report for this industry does not cover all the electroplating done.

This industry is omitted from table 3 as comparisons are not available.

Engraving on metal (except for printing purposes).—Includes establishments primarily engaged in engraving (for purposes other than printing), chasing and etching on jewelry and silverware, notarial seals, and other nonferrous metal products. The engraving on silverware and jewelry is done mainly on a custom basis for the trade. The products include name plates, badges, signs, etc.

This industry is omitted from table 3 as comparisons are not available.

JEWELRY

Jewelers' findings and materials.—Includes establishments primarily engaged in the manufacture of unassembled jewelry parts (except gems and stones), and stock-shop products, such as sheet, wire, and tubing.

Jewelry (precious metals).—Includes establishments primarily engaged in the manufacture of jewelry for personal adornment (including related products, such as cigarette cases and lighters, vanity cases, compacts, etc.) made from precious or semiprecious metals with or without precious stones; gold trimmings for umbrellas, canes, etc., diamond settings and mountings. Costume jewelry and nonprecious metal jewelry manufacturing is included in "Costume jewelry and costume novelties (jewelry other than fine jewelry)."

Lapidary work.—Includes establishments primarily engaged in the cutting and polishing of diamonds and other precious stones; drilling pearls; recutting and

setting stones; preparing jewels for surveyors' and electrical instruments and for watches and chronometers, and real and imitation stones for emblems. This work is done to some extent on a contract basis on materials owned by others.

LIGHTING FIXTURES

Lighting fixtures.—Includes establishments primarily engaged in the manufacture of lighting fixtures and other lighting equipment for homes, offices, public buildings, and outdoor use; lamps and headlights for motor vehicles, locomotives, etc., searchlights, spotlights, and floodlights; lamps and lanterns; reflectors and shades. Electric bulbs are included in "Electric lamps."

PRIMARY SMELTING AND REFINING OF NONFERROUS METALS

Primary smelting and refining of nonferrous metals.—Includes establishments primarily engaged in smelting copper, lead, zinc, and other nonferrous metals from the ore and in refining of primary nonferrous metals. Considerable smelting and refining is done on a toll basis (contract work), but the cost of material reported for establishments that treat ore, matte, or bullion for others includes the estimated values of such materials treated, and the value of products reported for these establishments includes the values of the metals produced.

However, the value of products given in the Census of Manufactures reports includes the estimated value of such materials treated as well as the amount received for treatment. In order, therefore, to reconcile distributed sales with value of products, this estimated value is shown in table 5 under "Value of products not distributed."

SECONDARY SMELTING AND REFINING OF NONFERROUS METALS AND ALLOYS

Secondary smelting and refining of gold, silver, and platinum.—Includes establishments primarily engaged in the refining and alloying of gold, silver, and platinum from bullion, sweepings, scrap, and old metal.

Secondary smelting and refining of nonferrous metals not elsewhere classified.—Includes establishments primarily engaged in the recovery of nonferrous metals and nonferrous metal alloys from new or used scrap metals without alloying.

SILVERWARE AND PLATED WARE

Silverware and plated ware.—Includes establishments primarily engaged in the manufacture of knives, forks, spoons and other flatware, hollow ware, toilet ware, ecclesiastical ware, etc., made of solid silver,

of metal plated with silver, gold, or other metal; of nickel, silver, or of pewter.

NONFERROUS METAL PRODUCTS NOT ELSEWHERE CLASSIFIED

Aluminum products (including rolling and drawing and extruding) not elsewhere classified.—Includes establishments primarily engaged in the production of aluminum ingots (from pig and scrap), castings, plates and sheets, rods, wire, extruded shapes, tubing, powder, and other aluminum products not elsewhere classified. The extraction of aluminum from the ore is classified in "Primary smelting and refining of nonferrous metals" and the recovery of aluminum from scrap is classified in "Secondary smelting and refining of nonferrous metals not elsewhere classified."

Aluminum ware (kitchen, hospital, and household), except electrical appliances.—Includes establishments primarily engaged in the manufacture of aluminum cooking ware, stamped, spun, or cast (except electrical appliances), and other ware, for use in kitchen, hospital, and household.

Collapsible tubes.—Includes establishments primarily engaged in the manufacture of collapsible tubes, made chiefly of tin, lead, and aluminum, for use as containers for toilet preparations, adhesives, etc. Collapsible tubes for use as containers for products made by the same manufacturer are not included.

Gold and silver leaf and foil.—Includes manufacturers (generally known as gold beaters) and covers the production of gold leaf (or silver) both in packs and in rolls.

Nonferrous metal foundries (except aluminum).—This industry includes nonferrous metal foundries primarily engaged in manufacturing castings, for sale as such (not including die-castings), of all nonferrous metals except aluminum.

Sheet-metal work not specifically classified.—Includes establishments primarily engaged in the manufacture of cornices, ventilators, skylights, gutters, and other types of sheet-metal work for buildings (but not fabrication work done by construction contractors at the place of construction) and manufacture of sheet-metal stovepipes, air ducts, tanks, bins, furnace casings, etc.

Tin and other foils (except gold and silver foil).—Includes establishments primarily engaged in the manufacture of tin, lead, aluminum, and composition foils (except gold and silver foils).

Nonferrous metal products not elsewhere classified.—Includes establishments primarily engaged in the production (from nonferrous metals, other than aluminum) of bearings and bushings, die castings, forged and hot-pressed parts, spun ware, and other nonferrous products not elsewhere classified.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| NONFERROUS METALS AND THEIR PRODUCTS | DISTRIBUTED SALES | | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | | |
|--|------------------------------------|-------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|---------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned and operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned and operated outlets | | To other business concerns in the United States, for resale | | | | To users and consumers | | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | Export, direct to buyers in other countries | Industrial, etc., users ¹ | Consumers at retail ² | |
| Alloying, and Rolling and Drawing | | | | | | | | | | | | | | | | | | | | |
| Alloying and rolling and drawing of nonferrous metals (except aluminum) | 187 | \$414, 133 | \$102, 024 | | \$51, 400 | \$5, 452 | \$1, 402 | \$6, 617 | \$247, 148 | | 100.0 | 24.6 | | 12.4 | 1.3 | 0.4 | 1.0 | | 50.7 | |
| Clocks and Watches | | | | | | | | | | | | | | | | | | | | |
| Clocks, watches, and materials and parts (except watchcases) | 71 | 88, 467 | 9, 188 | | 48, 327 | 482 | 10, 189 | 1, 002 | \$ 18, 584 | \$95 | 100.0 | 10.4 | | 54.6 | | 11.5 | 1.8 | | \$ 21.0 | 0.1 |
| Watchcases | 40 | 8, 420 | (³) | | 5, 088 | | 1, 021 | (⁴) | 2, 311 | | 100.0 | (⁵) | | 60.5 | | 12.1 | (⁶) | | 27.4 | |
| Engraving on Metal, Plating, and Polishing | | | | | | | | | | | | | | | | | | | | |
| Electroplating, plating, and polishing | 283 | 13, 136 | (⁷) | | 2, 102 | | 224 | | \$ 10, 642 | 108 | 100.0 | (⁸) | | 16.0 | | 1.7 | | | \$ 81.0 | 1.3 |
| Engraving on metal (except for printing purposes) | 62 | 5, 152 | (⁹) | | 1, 131 | | 65 | 37 | \$ 3, 919 | | 100.0 | (¹⁰) | | 21.0 | | 1.3 | .7 | | \$ 76.1 | |
| Jewelry | | | | | | | | | | | | | | | | | | | | |
| Jewelers' findings and materials | 82 | 22, 335 | (¹¹) | | \$ 3, 481 | | 241 | 78 | \$ 18, 535 | | 100.0 | (¹²) | | 15.6 | | 1.1 | .3 | | \$ 83.0 | |
| Jewelry (precious metals) | 841 | 69, 031 | 2, 020 | \$3, 059 | 28, 812 | 125 | 26, 081 | 420 | 3, 487 | 4, 997 | 100.0 | 2.9 | 4.4 | 41.2 | .2 | 38.6 | .6 | | 5.9 | 7.1 |
| Lapidary work | 63 | 4, 419 | (¹³) | | \$ 3, 063 | | 418 | (¹⁴) | 938 | | 100.0 | (¹⁵) | | 69.3 | | 9.5 | (¹⁶) | | 21.2 | |
| Lighting Fixtures | | | | | | | | | | | | | | | | | | | | |
| Lighting fixtures | 566 | 123, 201 | 2, 473 | 1, 009 | 48, 374 | 839 | 20, 022 | 1, 543 | 41, 807 | 1, 134 | 100.0 | 2.0 | .8 | 30.3 | .7 | 21.1 | 1.3 | | 33.9 | .9 |
| Primary Smelting and Refining of Nonferrous Metals | | | | | | | | | | | | | | | | | | | | |
| Primary smelting and refining of nonferrous metals | 63 | 762, 021 | (¹⁷) | | (¹⁸) | (¹⁹) | | (²⁰) | \$ 762, 021 | | 100.0 | (²¹) | | (²²) | | (²³) | | (²⁴) | \$ 100.0 | |
| Secondary Smelting and Refining of Nonferrous Metals and Alloys | | | | | | | | | | | | | | | | | | | | |
| Secondary smelting and refining of gold, silver, and platinum | 57 | 107, 020 | 2, 072 | | 4, 755 | | (²⁵) | 3, 730 | \$ 96, 463 | | 100.0 | 1.9 | | 4.5 | | (²⁶) | 3.5 | | \$ 90.1 | |
| Secondary smelting and refining of nonferrous metals not elsewhere classified | 108 | 94, 792 | 8, 072 | | 7, 030 | 575 | 245 | 159 | \$ 78, 711 | | 100.0 | 8.5 | | 7.4 | .6 | .3 | .2 | | \$ 83.0 | |
| Silverware and Plated Ware | | | | | | | | | | | | | | | | | | | | |
| Silverware and plated ware | 140 | 59, 236 | 23, 260 | 592 | \$ 10, 959 | (²⁷) | 20, 658 | 383 | 3, 182 | 172 | 100.0 | 39.3 | 1.0 | \$ 18.5 | (²⁸) | 34.0 | .6 | | 5.4 | .3 |
| Nonferrous Metal Products Not Elsewhere Classified | | | | | | | | | | | | | | | | | | | | |
| Aluminum products (including rolling and drawing and extruding) not elsewhere classified | 161 | 163, 892 | (²⁹) | | 3, 790 | 213 | 1, 334 | 32 | \$ 157, 807 | 656 | 100.0 | (³⁰) | | 2.3 | .2 | .8 | (³¹) | | \$ 96.3 | .4 |
| Aluminum ware (kitchen, hospital, and household), except electrical appliances | 32 | 34, 531 | (³²) | | \$ 5, 816 | (³³) | 15, 202 | 495 | \$ 9, 212 | 3, 896 | 100.0 | (³⁴) | | 16.8 | (³⁵) | 44.0 | 1.2 | | \$ 26.7 | 11.3 |
| Collapsible tubes | 14 | 9, 576 | | | 1, 880 | | 409 | 132 | 7, 564 | | 100.0 | | | 19.6 | | 1.4 | | | 79.0 | |
| Gold and silver leaf and foil | 26 | 2, 381 | (³⁶) | | 650 | | | 29 | 1, 281 | | 100.0 | (³⁷) | | 27.7 | | 17.2 | 1.2 | | 113.9 | |
| Nonferrous metal foundries (except aluminum) | 591 | 51, 915 | 5, 332 | | 3, 880 | 37 | 450 | 130 | 41, 943 | 143 | 100.0 | 10.3 | | 7.5 | .1 | .8 | .2 | | 80.8 | .3 |
| Sheet-metal work not specifically classified | 1, 236 | 148, 401 | 3, 723 | 1, 592 | 36, 048 | 1, 197 | 18, 400 | 1, 330 | 78, 695 | 7, 356 | 100.0 | 2.5 | 1.1 | 24.3 | .8 | 12.4 | .9 | | 53.0 | 5.0 |
| Tin and other foils (except gold and silver foil) | 12 | 18, 948 | (³⁸) | | (³⁹) | (⁴⁰) | (⁴¹) | (⁴²) | \$ 18, 948 | | 100.0 | (⁴³) | | (⁴⁴) | (⁴⁵) | (⁴⁶) | (⁴⁷) | (⁴⁸) | \$ 100.0 | |
| Nonferrous metal products not elsewhere classified | 433 | 137, 962 | 17, 453 | | 22, 633 | 2, 089 | 2, 276 | 1, 913 | 91, 434 | 159 | 100.0 | 12.7 | | 16.4 | 1.5 | 1.6 | 1.4 | | 60.3 | .1 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
² Includes farmers, household consumers, and employees at retail.
³ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
⁴ Sales to or through own wholesale branches or offices and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.
⁵ Sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.
⁶ Sales to or through own wholesale branches or offices, wholesalers and jobbers, export intermediaries, direct export sales, and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
⁷ Sales to retailers and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
⁸ Sales to export intermediaries combined with sales to wholesalers and jobbers to avoid disclosure.
⁹ Sales to or through own wholesale branches or offices combined with sales to industrial, etc., users to avoid disclosure.
¹⁰ Less than one-tenth of 1 percent.
¹¹ Sales to or through own wholesale branches or offices and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
¹² Sales to or through own wholesale branches or offices, to wholesalers and jobbers, to export intermediaries, to retailers, direct export sales, and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| NONFERROUS METALS AND THEIR PRODUCTS | DISTRIBUTED SALES | | | | | | | | | | | | INTERPLANT TRANSFERS | | | TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS | |
|---|------------------------------------|-------------------------|---|-------------------|---|------------------|---|------------------|---|------------------|-------------------------------------|------------------|--|------------------|------------------------------------|--|-----------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | | To industrial, etc., users ¹ | | To consumers at retail ² | | Number of establishments reporting exclusively | Amount | Number of establishments reporting | Amount | |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | | | | | |
| | | | | | | | | | | | | | | | | | Total reporting | Using exclusively | Amount |
| Alloying, and Rolling and Drawing | | | | | | | | | | | | | | | | | |
| Alloying, and rolling and drawing of nonferrous metals (except aluminum)..... | 187 | \$414,133 | \$102,024 | 24.6 | \$68,344 | 14.1 | \$6,017 | 1.6 | \$247,148 | 59.7 | | 39 | 1 | \$42,034 | 188 | \$456,167 | |
| Clocks and Watches | | | | | | | | | | | | | | | | | |
| Clocks, watches, and materials and parts (except watchcases)..... | 74 | 88,467 | 9,188 | 10.4 | 58,908 | 66.7 | 1,002 | 1.8 | 18,584 | 21.0 | \$95 | (³) | (³) | (³) | 74 | 88,467 | |
| Watchcases..... | 40 | 8,420 | (³) | (³) | 6,109 | 72.6 | (³) | (³) | 2,311 | 27.4 | | 3 | 2 | 1,236 | 42 | 9,656 | |
| Engraving on Metal, Plating, and Polishing | | | | | | | | | | | | | | | | | |
| Electroplating, plating, and polishing..... | 283 | 13,136 | (³) | (³) | 2,326 | 17.7 | | | 10,642 | 81.0 | 108 | 1.3 | (³) | (³) | 283 | 13,136 | |
| Engraving on metal (except for printing purposes)..... | 62 | 5,152 | (³) | (³) | 1,100 | 23.2 | 37 | .7 | 3,919 | 76.1 | | (³) | (³) | (³) | 62 | 5,152 | |
| Jewelry | | | | | | | | | | | | | | | | | |
| Jewelers' findings and materials..... | 82 | 22,335 | (³) | (³) | 3,722 | 16.7 | 78 | .3 | 18,535 | 83.0 | | (³) | (³) | (³) | 82 | 22,335 | |
| Jewelry (precious metals)..... | 841 | 69,931 | 5,109 | 7.3 | 55,918 | 80.0 | 420 | .6 | 3,487 | 5.0 | 4,907 | 7.1 | | | 841 | 69,931 | |
| Lapidary work..... | 63 | 4,419 | (³) | (³) | 3,481 | 78.8 | (³) | (³) | 938 | 21.2 | | | | | 63 | 4,419 | |
| Lighting Fixtures | | | | | | | | | | | | | | | | | |
| Lighting fixtures..... | 566 | 123,201 | 3,482 | 2.8 | 75,236 | 61.1 | 1,543 | 1.3 | 41,807 | 33.9 | 1,134 | .9 | 4 | 2 | 4,075 | 568 | 127,276 |
| Primary Smelting and Refining of Nonferrous Metals | | | | | | | | | | | | | | | | | |
| Primary smelting and refining of nonferrous metals..... | 63 | 762,021 | (³) | (³) | (³) | (³) | (³) | (³) | 7762,021 | 100.0 | | (³) | (³) | (³) | 63 | 762,021 | |
| Secondary Smelting and Refining of Nonferrous Metals and Alloys | | | | | | | | | | | | | | | | | |
| Secondary smelting and refining of gold, silver, and platinum..... | 57 | 107,020 | 2,072 | 1.9 | 4,755 | 4.5 | 3,730 | 3.5 | 96,463 | 90.1 | | (³) | (³) | (³) | 57 | 107,020 | |
| Secondary smelting and refining of nonferrous metals not elsewhere classified..... | 108 | 94,702 | 8,072 | 8.5 | 7,850 | 8.3 | 160 | .2 | 78,711 | 83.0 | | (³) | (³) | (³) | 108 | 94,702 | |
| Silverware and Plated Ware | | | | | | | | | | | | | | | | | |
| Silverware and plated ware..... | 140 | 50,236 | 23,891 | 40.3 | 31,008 | 53.4 | 383 | .6 | 3,182 | 5.4 | 172 | .3 | 9 | 2 | 3,073 | 142 | 62,309 |
| Nonferrous Metal Products Not Elsewhere Classified | | | | | | | | | | | | | | | | | |
| Aluminum products (including rolling and drawing and extruding) not elsewhere classified..... | 161 | 163,802 | (³) | (³) | 5,337 | 3.3 | 32 | (³) | 157,807 | 96.3 | 650 | .4 | 3 | 1 | 501 | 162 | 164,303 |
| Aluminum ware (kitchen, hospital, and household), except electrical appliances..... | 32 | 34,531 | (³) | (³) | 21,018 | 60.8 | 405 | 1.2 | 9,212 | 26.7 | 3,896 | 11.3 | 5 | | 564 | 32 | 35,095 |
| Collapsible tubes..... | 14 | 9,576 | | | 1,880 | 19.6 | 132 | 1.4 | 7,564 | 79.0 | | | (³) | (³) | 14 | 9,576 | |
| Gold and silver leaf and foil..... | 20 | 2,381 | (¹⁰) | (¹⁰) | 1,068 | 44.9 | 29 | 1.2 | 1,284 | 53.0 | | | | | 26 | 2,381 | |
| Nonferrous metal foundries (except aluminum)..... | 591 | 51,915 | 5,322 | 10.3 | 4,367 | 8.4 | 130 | .2 | 41,943 | 80.8 | 143 | .3 | 13 | 3 | 3,137 | 594 | 55,052 |
| Sheet-metal work not specifically classified..... | 1,236 | 148,401 | 5,315 | 3.6 | 55,705 | 37.5 | 1,330 | .9 | 78,695 | 53.0 | 7,350 | 5.0 | 17 | 1 | 3,705 | 1,237 | 152,106 |
| Tin and other foils (except gold and silver foil)..... | 12 | 18,048 | (³) | (³) | (³) | (³) | (³) | (³) | 18,048 | 100.0 | | | (³) | (³) | 12 | 18,048 | |
| Nonferrous metal products not elsewhere classified..... | 433 | 137,962 | 17,453 | 12.7 | 20,908 | 16.6 | 1,918 | 1.4 | 91,434 | 66.3 | 150 | .1 | 8 | | 3,089 | 433 | 141,051 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
² Includes farmers, household consumers, and employees at retail.
³ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
⁴ Omitted to avoid disclosure.
⁵ Sales to or through manufacturer-owned-and-operated outlets and direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.
⁶ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.
⁷ Sales to or through manufacturer-owned-and-operated outlets to "Other business concerns in the United States," direct export sales, and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
⁸ Sales to or through manufacturer-owned-and-operated outlets combined with sales to industrial, etc., users to avoid disclosure.
⁹ Less than one-tenth of 1 percent.
¹⁰ Sales to or through manufacturer-owned-and-operated outlets and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.

CENSUS OF BUSINESS

TABLE 3.— DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| NONFERROUS METALS AND THEIR PRODUCTS | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|---|---|-----------|---|-------------------|---------------|-------------------|---|-------------------|------------------------------|-------------------|--------------------------------------|-------------------|----------------------------------|-------------------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | Number of establishments reporting | Amount | Amount | Per-cent of total | Amount | Per-cent of total | Amount | Per-cent of total | Amount | Per-cent of total | Amount | Per-cent of total | Amount | Per-cent of total |
| Alloying, and Rolling and Drawing | | | | | | | | | | | | | | |
| Alloying, and rolling and drawing of non-ferrous metals (except aluminum); non-ferrous metal foundries (except aluminum); and nonferrous metal products not elsewhere classified: | | | | | | | | | | | | | | |
| 1939 | 1,211 | \$595,345 | \$124,809 | 21.0 | | | \$85,581 | 14.4 | \$4,128 | 0.7 | \$380,525 | 63.9 | \$302 | (9) |
| Alloying, and rolling and drawing of nonferrous metals (except aluminum) | 187 | 407,516 | 102,024 | 25.0 | | | 56,942 | 14.0 | 1,402 | .3 | 247,148 | 60.7 | | |
| Nonferrous metal foundries (except aluminum) | 591 | 51,785 | 5,332 | 10.3 | | | 3,917 | 7.6 | 450 | .9 | 41,943 | 81.0 | 143 | 0.2 |
| Nonferrous metal products not elsewhere classified | 433 | 136,044 | 17,453 | 12.8 | | | 24,722 | 18.2 | 2,270 | 1.7 | 91,431 | 67.2 | 150 | .1 |
| 1935 | 1,080 | 366,822 | 37,034 | 10.1 | | | 47,153 | 12.9 | 3,944 | 1.1 | 278,286 | 75.8 | 405 | .1 |
| 1929 | 1,204 | 824,429 | 83,854 | 6.5 | | | \$190,399 | \$ 23.1 | (5) | (5) | 580,176 | 70.4 | | |
| Clocks and Watches | | | | | | | | | | | | | | |
| Clocks, watches, and materials and parts (except watchcases); and watchcases: | | | | | | | | | | | | | | |
| 1939 | 114 | 95,285 | 9,188 | 9.6 | | | 53,897 | 56.6 | 11,210 | 11.8 | 20,895 | 21.9 | 95 | .1 |
| Clocks, watches, and materials and parts (except watchcases) | 74 | 86,865 | 9,188 | 10.6 | | | 48,809 | 56.2 | 10,189 | 11.7 | \$ 18,584 | \$ 21.4 | 95 | .1 |
| Watchcases | 40 | 8,420 | (7) | (7) | | | \$ 5,088 | \$ 60.4 | 1,021 | 12.1 | 2,311 | 27.5 | | |
| 1935 | 101 | 59,388 | 5,211 | 8.8 | | | 34,551 | 58.2 | 10,214 | 17.2 | 9,082 | 15.3 | 380 | .5 |
| 1929 | 121 | 88,665 | 15,746 | 17.8 | | | 54,877 | 61.9 | 5,155 | 5.8 | 12,887 | 14.5 | | |
| Jewelry | | | | | | | | | | | | | | |
| Jewelers' findings and materials: | | | | | | | | | | | | | | |
| 1939 | 82 | 22,257 | (5) | (5) | | | \$ 3,481 | \$ 15.6 | 241 | 1.1 | \$ 18,535 | \$ 83.3 | | |
| 1935 | 71 | 13,644 | | | | | 2,400 | 17.6 | 421 | 3.1 | 10,823 | 79.3 | | |
| Jewelry (precious metals): | | | | | | | | | | | | | | |
| 1939 | 844 | 69,511 | 2,020 | 2.9 | \$3,080 | 4.5 | 28,937 | 41.6 | 26,981 | 38.8 | 3,487 | 5.0 | 4,997 | 7.2 |
| 1935 | 947 | 72,437 | 3,353 | 4.6 | 1,153 | 1.6 | 27,070 | 37.4 | 29,792 | 41.1 | 6,705 | 9.4 | 4,274 | 5.9 |
| 1929 | 1,345 | 168,325 | 5,830 | 3.5 | 3,388 | 2.0 | 69,471 | 41.3 | 62,370 | 37.1 | 17,240 | 10.2 | 10,011 | 5.9 |
| Lapidary work: | | | | | | | | | | | | | | |
| 1939 | 63 | 4,419 | (7) | (7) | | | \$ 3,093 | \$ 69.3 | 418 | 9.5 | 938 | 21.2 | | |
| 1935 | 52 | 1,964 | | | | | 1,086 | 55.3 | 262 | 13.3 | 616 | 31.4 | | |
| Lighting Fixtures | | | | | | | | | | | | | | |
| Lighting fixtures: | | | | | | | | | | | | | | |
| 1939 | 566 | 121,658 | 2,473 | 2.0 | 1,069 | .8 | 40,213 | 40.5 | 26,022 | 21.4 | 41,807 | 34.4 | 1,134 | .9 |
| 1935 | 489 | 82,746 | 2,164 | 2.6 | 588 | .7 | 28,037 | 33.9 | 18,226 | 22.0 | 32,380 | 39.2 | 1,351 | 1.6 |
| 1929 | 614 | 144,960 | 6,420 | 4.4 | 1,275 | .9 | 57,497 | 39.7 | 23,801 | 16.4 | 46,755 | 32.2 | 9,217 | 6.4 |
| Primary Smelting and Refining of Non-ferrous Metals | | | | | | | | | | | | | | |
| Primary smelting and refining of non-ferrous metals: | | | | | | | | | | | | | | |
| 1939 | 63 | 762,021 | (9) | (9) | | | (9) | (9) | | | \$ 762,021 | \$ 100.0 | | |
| 1935 ¹⁰ | 63 | 502,940 | (11) | (11) | | | (11) | (11) | | | \$ 502,940 | \$ 100.0 | | |

See footnotes at end of table.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| NONFERROUS METALS AND THEIR PRODUCTS | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|--|---|-----------|---|-------------------|---------------|-------------------|---|-------------------|------------------------------|-------------------|--------------------------------------|-------------------|----------------------------------|-------------------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | Number of establishments reporting | Amount | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total |
| Secondary Smelting and Refining of Nonferrous Metals and Alloys | | | | | | | | | | | | | | |
| Secondary smelting and refining of gold, silver, and platinum: | | | | | | | | | | | | | | |
| 1939 | 57 | \$103,200 | \$2,072 | 2.0 | | | \$4,755 | 4.6 | (12) | (12) | \$96,463 | 93.4 | | |
| 1935 ¹⁰ | 80 | 77,110 | 3,770 | 4.9 | | | 8,551 | 11.1 | \$616 | 0.8 | 64,146 | 83.2 | | |
| Secondary smelting and refining of nonferrous metals not elsewhere classified: | | | | | | | | | | | | | | |
| 1939 | 108 | 94,633 | 8,072 | 8.5 | | | 7,005 | 8.0 | 245 | .3 | 78,711 | 83.2 | | |
| 1935 | 82 | 63,604 | 10,073 | 15.8 | | | 8,768 | 13.8 | 73 | .1 | 44,100 | 69.3 | | |
| Silverware and Plated Ware | | | | | | | | | | | | | | |
| Silverware and plated ware: | | | | | | | | | | | | | | |
| 1939 | 140 | 58,853 | 23,200 | 39.6 | \$592 | 1.0 | 10,950 | 18.6 | 20,658 | 35.1 | 3,182 | 5.4 | \$172 | 0.3 |
| 1935 ¹⁰ | 139 | 42,514 | 10,837 | 25.5 | 947 | 2.2 | 8,708 | 20.6 | 14,559 | 34.3 | 1,265 | 3.0 | 141 | .3 |
| Nonferrous Metal Products Not Elsewhere Classified | | | | | | | | | | | | | | |
| Aluminum products (including rolling and drawing and extruding) not elsewhere classified; and aluminum ware (kitchen, hospital, and household) except electrical appliances: | | | | | | | | | | | | | | |
| 1939 | 193 | 107,086 | | | | | 0,810 | 5.0 | 16,536 | 8.3 | 167,079 | 84.4 | 4,552 | 2.3 |
| Aluminum products (including rolling and drawing and extruding) not elsewhere classified; and aluminum ware (kitchen, hospital, and household) except electrical appliances: | | | | | | | | | | | | | | |
| 1935 | 161 | 163,800 | (13) | (13) | | | 4,003 | 2.5 | 1,334 | .8 | 157,867 | 96.3 | 650 | .4 |
| 1929 | 32 | 34,126 | (13) | (13) | | | 5,816 | 17.0 | 15,202 | 44.6 | 13,012 | 37.0 | 3,896 | 11.4 |
| Collapsible tubes: | | | | | | | | | | | | | | |
| 1939 | 168 | 104,455 | (13) | (13) | | | 6,227 | 6.0 | 11,917 | 11.4 | 86,060 | 82.4 | 251 | .2 |
| 1935 | 150 | 162,748 | (5) | (5) | (14) | (14) | 11,260 | 7.4 | 22,977 | 15.0 | 116,087 | 76.0 | 2,418 | 1.6 |
| Gold and silver leaf and foil: | | | | | | | | | | | | | | |
| 1939 | 14 | 9,444 | | | | | 1,880 | 19.0 | | | 7,564 | 80.1 | | |
| 1935 | 16 | 8,402 | | | | | 307 | 4.3 | (4) | (4) | 8,125 | 95.7 | | |
| 1929 | 17 | 8,913 | | | | | | | | | 8,913 | 100.0 | | |
| Sheet-metal work not specifically classified: | | | | | | | | | | | | | | |
| 1939 | 26 | 2,352 | (15) | (15) | | | 650 | 28.0 | 409 | 17.4 | 1,284 | 54.6 | | |
| 1935 | 28 | 1,870 | (15) | (15) | | | 362 | 19.4 | 75 | 4.0 | 1,433 | 76.6 | | |
| Tin and other foils (except gold and silver foil): | | | | | | | | | | | | | | |
| 1939 | 1,236 | 147,071 | 3,723 | 2.5 | \$1,592 | 1.1 | 37,245 | 25.3 | 18,460 | 12.6 | 78,695 | 53.5 | 7,355 | 5.0 |
| 1935 | 1,315 | 113,076 | 13,060 | 11.5 | 288 | .3 | 22,262 | 19.5 | 10,207 | 16.0 | 52,103 | 45.7 | 6,927 | 6.1 |

¹ Export intermediaries included for comparative purposes.
² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
³ Includes farmers, household consumers, and employees at retail.
⁴ Less than one-tenth of 1 percent.
⁵ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.
⁶ Interplant transfers included to avoid disclosure.
⁷ Sales to or through own wholesale branches or offices and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.
⁸ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.
⁹ Sales to or through own wholesale branches or offices, to wholesalers and jobbers, interplant transfers, and direct export sales combined with sales to industrial, etc., users to avoid disclosure.
¹⁰ Revised for comparative purposes, see explanation, p. 2.
¹¹ Sales to or through own wholesale branches or offices and wholesalers and jobbers combined with sales to industrial, etc., users to avoid disclosure.
¹² Sales to or through own wholesale branches or offices combined with sales to industrial, etc., users to avoid disclosure.
¹³ Sales to retailers and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
¹⁴ Sales to or through own wholesale branches or offices combined with sales to industrial, etc., users to avoid disclosure.
¹⁵ Sales to or through own retail stores combined with sales to industrial, etc., users to avoid disclosure.
¹⁶ Sales to or through own wholesale branches or offices and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
¹⁷ Sales to or through own wholesale branches or offices, to wholesalers and jobbers, to retailers, direct export sales, and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

| NONFERROUS METALS AND THEIR PRODUCTS | Value of products ¹ | INVENTORY ¹ (FINISHED PRODUCTS) | | Purchased merchandise sold without processing (+) | Receipts for contract and repair work ¹ (-) | Value of products not distributed (-) | Inter-plant transfers (-) | Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G) | Total distributed sales reported | Total number of establishments ¹ | NUMBER OF ESTABLISHMENTS REPORTING | | | | | | | | |
|---|--------------------------------|--|----------------------|---|--|---------------------------------------|---------------------------|--|----------------------------------|---|------------------------------------|--------------------------|---------------------------------|-----------------------|-------|-------|-------|-------|-----|
| | | Beginning of year 1939 (+) | End of year 1939 (-) | | | | | | | | Exclusive contract work | No distribution of sales | Exclusive inter-plant transfers | Distribution of sales | | | | | |
| | | | | | | | | | | | | | | | A | B | C | D | E | F | G |
| Alloying, and Rolling and Drawing | | | | | | | | | | | | | | | | | | | |
| Alloying, and rolling and drawing of nonferrous metals (except aluminum)..... | \$445,000 | \$21,234 | \$21,131 | \$14,581 | \$1,007 | ----- | \$42,034 | \$416,013 | \$414,133 | 188 | ----- | ----- | ----- | 1 | ----- | ----- | ----- | ----- | 187 |
| Clocks and Watches | | | | | | | | | | | | | | | | | | | |
| Clocks, watches, and materials and parts (except watchcases)..... | 84,846 | 3,057 | 3,806 | 5,008 | 1,219 | ----- | (³) | 88,876 | ⁴ 88,467 | 74 | ----- | ----- | ----- | (³) | ----- | ----- | ----- | 74 | |
| Watchcases..... | 9,702 | 701 | 759 | ----- | ----- | ----- | 1,236 | 8,498 | 8,420 | 42 | ----- | ----- | ----- | 2 | ----- | ----- | ----- | 40 | |
| Engraving on Metal, Plating, and Polishing | | | | | | | | | | | | | | | | | | | |
| Electroplating, plating, and polishing..... | 28,168 | 288 | 308 | 91 | 14,476 | \$655 | (³) | 13,109 | ⁴ 13,136 | 648 | 354 | 6 | (³) | ----- | ----- | ----- | ----- | 283 | |
| Engraving on metal (except for printing purposes)..... | 5,864 | 98 | 93 | 40 | 589 | 72 | (³) | 5,248 | ⁴ 5,152 | 94 | 29 | 3 | (³) | ----- | ----- | ----- | ----- | 62 | |
| Jewelry | | | | | | | | | | | | | | | | | | | |
| Jewelers' findings and materials..... | 22,480 | 899 | 924 | 44 | ----- | ----- | (³) | 22,598 | ⁴ 22,335 | 82 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | 82 |
| Jewelry (precious metals)..... | 71,410 | 10,850 | 11,094 | 2,076 | 3,174 | 841 | ----- | 69,036 | 69,931 | 886 | 42 | 3 | ----- | ----- | ----- | ----- | ----- | 841 | |
| Lapidary work..... | 5,129 | 921 | 1,310 | 173 | 533 | ----- | ----- | 4,380 | 4,410 | 90 | 27 | ----- | ----- | ----- | ----- | ----- | ----- | 63 | |
| Lighting Fixtures | | | | | | | | | | | | | | | | | | | |
| Lighting fixtures..... | 124,582 | 6,398 | 6,421 | 4,177 | 716 | ----- | 4,075 | 123,945 | 123,201 | 568 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | 566 |
| Primary Smelting and Refining of Nonferrous Metals | | | | | | | | | | | | | | | | | | | |
| Primary smelting and refining of nonferrous metals..... | 956,572 | 81,700 | 50,732 | ----- | ----- | 227,370 | (³) | 700,269 | ⁴ 762,021 | 63 | ----- | ----- | (³) | ----- | ----- | ----- | ----- | ----- | 63 |
| Secondary Smelting and Refining of Nonferrous Metals and Alloys | | | | | | | | | | | | | | | | | | | |
| Secondary smelting and refining of gold, silver, and platinum..... | 101,784 | 974 | 951 | 6,251 | 1,583 | ----- | (³) | 106,475 | ⁴ 107,020 | 66 | 9 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | 57 |
| Secondary smelting and refining of nonferrous metals not elsewhere classified..... | 82,038 | 6,094 | 5,079 | 10,863 | ----- | ----- | (³) | 94,216 | ⁴ 94,762 | 108 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | 108 |
| Silverware and Plated Ware | | | | | | | | | | | | | | | | | | | |
| Silverware and plated ware..... | 62,771 | 5,976 | 6,087 | 985 | 583 | 248 | 3,073 | 59,741 | 59,236 | 150 | 5 | 3 | 2 | ----- | ----- | ----- | ----- | ----- | 140 |
| Nonferrous Metal Products Not Elsewhere Classified | | | | | | | | | | | | | | | | | | | |
| Aluminum products (including rolling and drawing and extruding) not elsewhere classified..... | 169,810 | 8,280 | 12,577 | 226 | 1,003 | ----- | 501 | 163,554 | 163,892 | 162 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | 161 |
| Aluminum ware (kitchen, hospital, and household), except electrical appliances..... | 37,125 | 6,499 | 7,492 | 736 | ----- | ----- | 564 | 36,394 | 34,531 | 32 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | 32 |
| Collapsible tubes..... | 9,472 | 380 | 370 | 117 | ----- | ----- | (³) | 9,608 | 9,576 | 14 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | 14 |
| (Gold and silver leaf and foil)..... | 2,109 | 241 | 264 | 256 | ----- | ----- | ----- | 2,342 | ⁴ 2,381 | 26 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | 26 |
| Nonferrous metal foundries (except aluminum)..... | 55,637 | 1,844 | 1,952 | 1,631 | 627 | 1,280 | 3,137 | 52,107 | 51,915 | 600 | ----- | 6 | 3 | ----- | ----- | ----- | ----- | 591 | |
| Sheet-metal work not specifically classified..... | 137,341 | 5,312 | 5,840 | 15,197 | ----- | 1,265 | 3,705 | 147,040 | 148,401 | 1,262 | 8 | 17 | 1 | ----- | ----- | ----- | ----- | 1,236 | |
| Tin and other foils (except gold and silver foil)..... | 10,072 | 526 | 603 | 200 | ----- | ----- | (³) | 19,285 | ⁴ 18,948 | 12 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | 12 |
| Nonferrous metal products not elsewhere classified..... | 141,766 | 8,812 | 9,452 | 2,028 | 642 | 373 | 3,080 | 139,050 | 137,962 | 438 | ----- | 5 | ----- | ----- | ----- | ----- | ----- | ----- | 433 |

¹ From Census of Manufactures.
² See explanation under "Correlation with Census of Manufactures," p. 2.

³ Omitted to avoid disclosure.
⁴ Interplant transfers included to avoid disclosure.

CENSUS OF BUSINESS

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

| NONFERROUS METALS AND THEIR PRODUCTS | DISTRIBUTED SALES | | | | | | | | | |
|---|---------------------|---|-------------------|--------------------------|---------------------|-----------|---|-------------------|--------------------------|------------------|
| | 1939 | | | | | 1935 | | | | |
| | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | |
| | | Amount | Per cent of total | Number of establishments | | | Amount | Per cent of total | Number of establishments | |
| Total reporting | Selling exclusively | | | Total reporting | Selling exclusively | | | | | |
| Alloying, and Rolling and Drawing | | | | | | | | | | |
| Alloying, and rolling and drawing of nonferrous metals (except aluminum)..... | \$407,516 | \$16,133 | 4.0 | 37 | 1 | \$306,822 | \$26,981 | 7.4 | 101 | 3 |
| Nonferrous metal foundries (except aluminum)..... | 51,785 | 1,703 | 3.3 | 22 | 4 | | | | | |
| Nonferrous metal products not elsewhere classified..... | 136,044 | 9,280 | 0.8 | 47 | 6 | | | | | |
| Clocks and Watches | | | | | | | | | | |
| Clocks, watches, and materials and parts (except watchcases)..... | 86,865 | 3,307 | 3.0 | 11 | | 59,388 | 1,614 | 2.7 | 11 | 1 |
| Watchcases..... | 18,420 | (²) | (²) | (²) | (²) | | | | | |
| Engraving on Metal, Plating, and Polishing | | | | | | | | | | |
| Electroplating, plating, and polishing..... | 13,136 | 635 | 4.8 | 5 | 2 | | | | | |
| Engraving on metal (except for printing purposes)..... | 5,115 | 207 | 4.0 | 3 | | | | | | |
| Jewelry | | | | | | | | | | |
| Jewelers' findings and materials..... | 23,257 | 152 | .7 | 5 | | 13,044 | 1,073 | 7.9 | 7 | |
| Jewelry (precious metals)..... | 69,511 | 4,047 | 5.8 | 56 | 13 | 72,437 | 5,819 | 8.0 | 68 | 11 |
| Lapidary work..... | 14,419 | 125 | 2.8 | 5 | 1 | 1,064 | (²) | (²) | (²) | (²) |
| Lighting Fixtures | | | | | | | | | | |
| Lighting fixtures..... | 121,658 | 9,831 | 8.1 | 82 | | 82,746 | 6,311 | 7.6 | 74 | 13 |
| Primary Smelting and Refining of Nonferrous Metals | | | | | | | | | | |
| Primary smelting and refining of nonferrous metals..... | 1762,021 | 17,377 | 2.3 | 8 | | 502,940 | 3,296 | .7 | 7 | 1 |
| Secondary Smelting and Refining of Nonferrous Metals and Alloys | | | | | | | | | | |
| Secondary smelting and refining of gold, silver, and platinum..... | 103,290 | | | | | 77,119 | 291 | .4 | 6 | 2 |
| Secondary smelting and refining of nonferrous metals not elsewhere classified..... | 94,633 | 3,260 | 3.4 | 12 | 1 | 63,004 | 3,516 | 5.5 | 16 | |
| Silverware and Plated Ware | | | | | | | | | | |
| Silverware and plated ware..... | 58,853 | 6,546 | 11.1 | 18 | 3 | 342,514 | 8,752 | 20.6 | 20 | 5 |
| Nonferrous Metal Products Not Elsewhere Classified | | | | | | | | | | |
| Aluminum products (including rolling and drawing and extruding) not elsewhere classified..... | 163,860 | 2,238 | 1.4 | 18 | 4 | 3104,455 | 5,918 | 5.7 | 21 | 2 |
| Aluminum ware (kitchen, hospital, and household), except electrical appliances..... | 34,126 | 475 | 1.4 | 6 | | | | | | |
| Collapsible tubes..... | 9,444 | 940 | 10.0 | 5 | | 8,492 | 1,397 | 16.5 | 6 | 1 |
| Gold and silver leaf and foil..... | 2,352 | (²) | (²) | (²) | (²) | 1,870 | | | | |
| Sheet-metal work not specifically classified..... | 147,071 | 6,390 | 4.4 | 66 | 3 | 113,076 | 6,355 | 5.6 | 136 | 13 |
| Tin and other foils (except gold and silver foil)..... | 118,948 | (²) | (²) | (²) | (²) | 15,737 | (²) | (²) | (²) | (²) |

¹ Direct export sales included to avoid disclosure.² Omitted to avoid disclosure.³ Revised for comparative purposes, see explanation, p. 2.

Group 16. ELECTRICAL MACHINERY

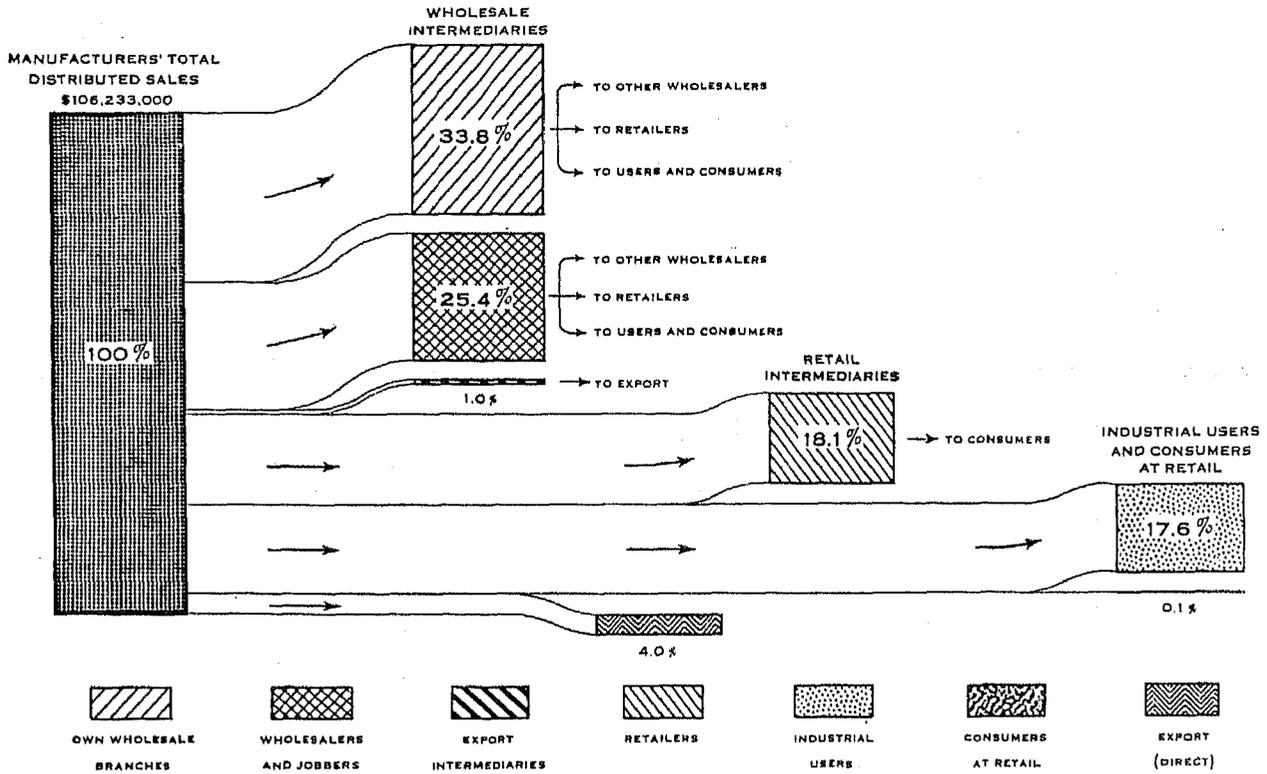
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CENSUS OF BUSINESS

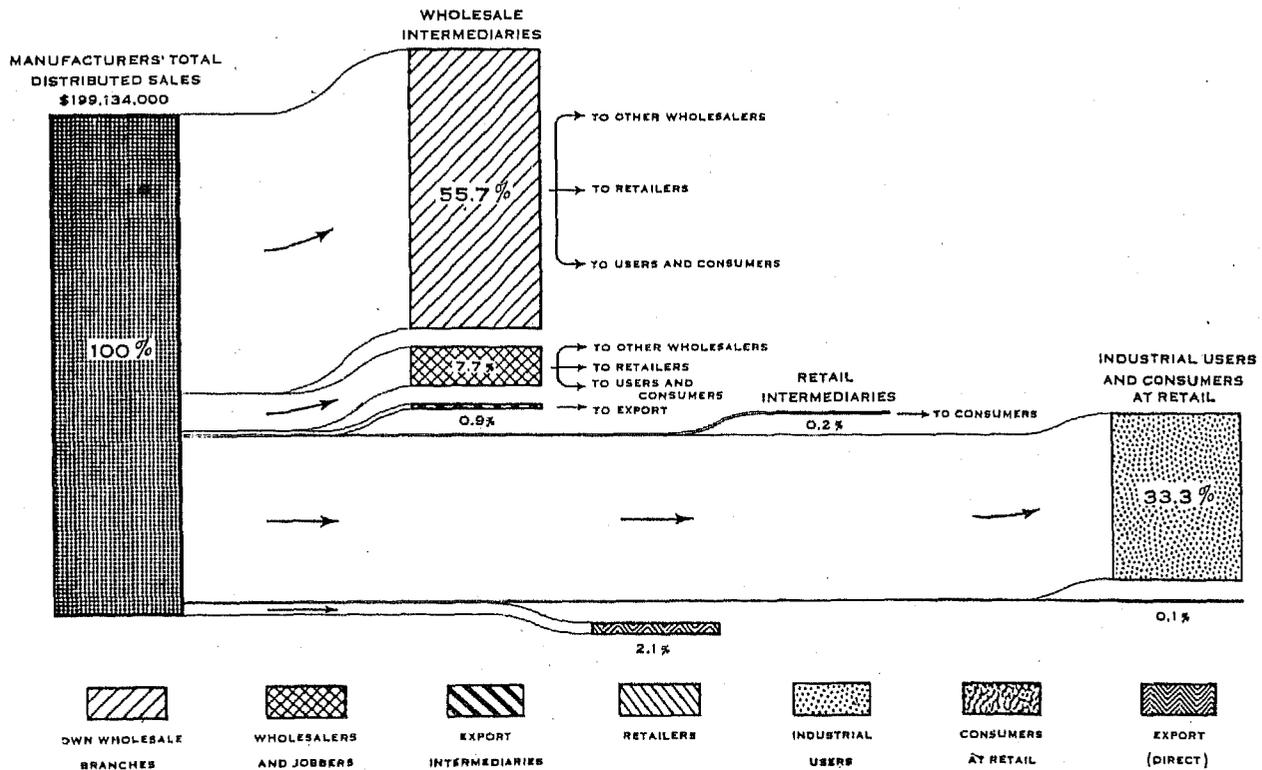
BATTERIES, STORAGE AND PRIMARY

CHART 1. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



COMMUNICATION EQUIPMENT

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



ELECTRICAL MACHINERY

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in manufacturing any type of machinery, apparatus, and supplies for the generation, storage, transmission, transformation, and utilization of electric energy.

AUTOMOTIVE ELECTRICAL EQUIPMENT

Automotive electrical equipment.—Includes establishments primarily engaged in the manufacture of automotive electrical equipment such as ignition apparatus, spark plugs, starters, generators, etc.

COMMUNICATION EQUIPMENT AND RELATED PRODUCTS

Communication equipment.—Includes establishments primarily engaged in the manufacture of telephone and telegraph equipment; electric signaling apparatus (other than railway); signals and attachments (railway); and miscellaneous radio parts except loud speakers and microphones which are included in the "Radios, radio tubes, and phonographs" industry. Electric signs are classified in the "Signs, advertising displays, and advertising novelties" industry.

Radios, radio tubes, and phonographs.—Includes establishments primarily engaged in the manufacture of radio receiving sets, radio transmitters, television sets, radio receiving and transmitting tubes, phonographs and accessories.

ELECTRICAL APPLIANCES

Electrical appliances.—Includes establishments primarily engaged in the manufacture of household electrical appliances used for heating, cooking, cleaning, etc. Products of this industry include electric fans, electric water heaters, irons, mixers, percolators, hot plates, vacuum cleaners, etc., except electric refrigerators.

ELECTRICAL EQUIPMENT FOR INDUSTRIAL USE

Carbon products for the electrical industry, and manufactures of carbon or artificial graphite.—Includes establishments primarily engaged in the manufacture of carbons; carbon, graphite, and metal-graphite brushes; plates, rods, and powder for making brushes; electrodes, and miscellaneous carbon, graphite, and metal-graphite specialties, including rings for steam seal.

Electrical measuring instruments.—Includes establishments primarily engaged in the manufacture of measuring instruments, meter transformers, and indicating instruments such as switchboard instruments, graphic recording meters, and portable meters.

Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified.—Includes establishments primarily engaged in the manufacture of electrical prime movers and other electric power equipment, including steam-turbine generator sets, for employment in the generation, transmission, or utilization of electric energy. Products of this industry include motors, generators, transformers, switchboards, panelboards, and other transmission accessories (except insulated wire and conduit), welding apparatus, etc. The production of machines operated by detachable electric motors is included in the "Machinery (except electrical)" group.

Wiring devices and supplies.—Includes establishments primarily engaged in the manufacture of wiring devices, wiring supplies, insulation and insulating materials, conduits and fittings, and lightning arresters. Establishments whose major products are decorative lighting outfits are included in the "Lighting fixtures" industry and porcelain "insulators" are included in the "Porcelain electrical supplies" industry.

ELECTRIC LAMPS

Electric lamps.—Includes establishments primarily engaged in the manufacture of incandescent filament, vapor, photoflood, and photoflash lamps. The term "lamps" refers to the items commonly known as bulbs or tubes. Lighting fixtures such as household lamps, lanterns, headlights, searchlights, floodlights, etc., are included in the "Lighting fixtures" industry.

INSULATED WIRE AND CABLE

Insulated wire and cable.—Includes establishments primarily engaged in the manufacture of insulated or armored wire and cable for transmitting electrical energy. The manufacture of uninsulated wire is included in the "Wire drawn from purchased rods" industry.

ELECTRICAL PRODUCTS NOT ELSEWHERE CLASSIFIED

Batteries, storage and primary (dry and wet).—Includes establishments primarily engaged in the manu-

factory of storage batteries, dry batteries, wet primary batteries, and parts and supplies for batteries.

X-ray and therapeutic apparatus and electronic tubes.—Includes establishments primarily engaged in the manufacture of electrotherapeutic and electromedical apparatus, X-ray apparatus (exclusive of tubes), nonradio electronic tubes, and X-ray tubes.

Electrical products not elsewhere classified.—Includes establishments primarily engaged in the manufacture of miscellaneous electrical equipment such as aircraft parts, including superchargers, capacitors and network protectors, automotive switches and current regulators, klaxon horns, electric windshield wipers, etc.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| ELECTRICAL MACHINERY | DISTRIBUTED SALES | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | | |
|---|------------------------------------|-------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|-------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | To users and consumers | | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | Export, direct to buyers in other countries | Industrial, etc., users ¹ | Consumers at retail ² |
| Automotive Electrical Equipment | | | | | | | | | | | | | | | | | | | |
| Automotive electrical equipment..... | 81 | \$62,940 | | | \$22,107 | \$1,430 | \$1,096 | \$2,375 | \$35,847 | \$25 | 100.0 | | | 35.2 | 2.3 | 1.7 | 3.8 | 57.0 | (*) |
| Communication Equipment and Related Products | | | | | | | | | | | | | | | | | | | |
| Communication equipment..... | 221 | 190,134 | \$110,951 | | 15,447 | 1,708 | 351 | 4,146 | 66,325 | 200 | 100.0 | 55.7 | | 7.7 | .9 | .2 | 2.1 | 33.3 | 0.1 |
| Radios, radio tubes, and phonographs..... | 221 | 207,410 | \$17,869 | (*) | 138,979 | 2,888 | 38,061 | 14,113 | 54,299 | 1,401 | 100.0 | 6.6 | (*) | 52.0 | 1.1 | 14.2 | 5.3 | 20.3 | .5 |
| Electrical Appliances | | | | | | | | | | | | | | | | | | | |
| Electrical appliances..... | 138 | 160,000 | \$22,956 | (*) | 93,632 | 689 | 20,327 | 1,376 | \$9,943 | 1,077 | 100.0 | 14.4 | (*) | 58.9 | .4 | 18.4 | .9 | \$6.3 | .7 |
| Electrical Equipment for Industrial Use | | | | | | | | | | | | | | | | | | | |
| Carbon products for the electrical industry, and manufactures of carbon or artificial graphite..... | 31 | 18,935 | 7,140 | | 933 | | 86 | 628 | \$10,148 | | 100.0 | 37.7 | | 4.9 | | .5 | 3.3 | \$53.6 | |
| Electrical measuring instruments..... | 59 | 40,817 | 23,514 | | 4,360 | 160 | 790 | 1,186 | 10,536 | 271 | 100.0 | 57.6 | | 10.7 | .4 | 1.0 | 2.0 | 25.8 | .7 |
| Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified..... | 484 | 456,200 | 263,027 | | 64,323 | 1,807 | 6,532 | 7,451 | 111,687 | 1,373 | 100.0 | 57.7 | | 14.1 | .4 | 1.4 | 1.6 | 24.5 | .3 |
| Wiring devices and supplies..... | 145 | 99,624 | 11,079 | | 48,601 | 783 | 4,383 | 2,080 | 32,008 | | 100.0 | 11.7 | | 48.9 | .8 | 4.4 | 2.1 | 32.1 | |
| Electric Lamps | | | | | | | | | | | | | | | | | | | |
| Electric lamps..... | 55 | 85,070 | (*) | | \$78,950 | 266 | 1,148 | 88 | 4,024 | | 100.0 | (*) | | \$92.8 | .3 | 1.4 | .1 | 5.4 | |
| Insulated Wire and Cable | | | | | | | | | | | | | | | | | | | |
| Insulated wire and cable..... | 77 | 37,694 | 23,152 | | 35,364 | 727 | 1,336 | 626 | 26,424 | 65 | 100.0 | 26.4 | | 40.3 | .8 | 1.5 | .7 | 30.2 | .1 |
| Electrical Products Not Elsewhere Classified | | | | | | | | | | | | | | | | | | | |
| Batteries, storage and primary (dry and wet)..... | 221 | 100,233 | 35,933 | | 20,954 | 1,059 | 10,181 | 4,286 | 18,704 | 116 | 100.0 | 33.8 | | 25.4 | 1.0 | 18.1 | 4.0 | 17.0 | .1 |
| X-ray and therapeutic apparatus and electronic tubes..... | 84 | 23,317 | \$10,691 | (*) | 3,411 | 246 | 2,175 | 3,227 | 2,719 | 848 | 100.0 | 45.9 | (*) | 14.6 | 1.1 | 9.3 | 13.8 | 11.7 | 3.6 |
| Electrical products not elsewhere classified..... | 141 | 25,094 | | | 3,530 | 133 | 1,061 | 2,835 | 17,418 | 117 | 100.0 | | | 14.1 | .6 | 4.2 | 11.3 | 69.4 | .5 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

³ Less than one-tenth of 1 percent.

⁴ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.

⁵ Interplant transfers included to avoid disclosure.

⁶ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| ELECTRICAL MACHINERY | DISTRIBUTED SALES | | | | | | | | | | | | INTERPLANT TRANSFERS | | | TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS | |
|---|------------------------------------|-------------------------|---|------------------|---|------------------|---|------------------|---|------------------|-------------------------------------|------------------|--------------------------|-------------------|------------------|--|-----------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | | To industrial, etc., users ¹ | | To consumers at retail ² | | Number of establishments | | | Number of establishments reporting | Amount |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Total reporting | Using exclusively | Amount | | |
| | | | | | | | | | | | | | | | | | |
| Automotive Electrical Equipment | | | | | | | | | | | | | | | | | |
| Automotive electrical equipment..... | 81 | \$62,946 | | | \$24,600 | 39.2 | \$2,375 | 3.8 | \$35,847 | 57.0 | \$25 | (³) | 7 | 3 | \$40,465 | 84 | \$112,411 |
| Communication Equipment and Related Products | | | | | | | | | | | | | | | | | |
| Communication equipment..... | 221 | 100,134 | \$110,951 | 55.7 | 17,500 | 8.8 | 4,140 | 2.1 | 60,325 | 33.3 | 206 | 0.1 | 11 | 2 | 2,814 | 223 | 201,948 |
| Radios, radio tubes, and phonographs..... | 221 | 267,410 | 17,669 | 6.6 | 170,928 | 67.3 | 14,113 | 5.3 | 54,299 | 20.3 | 1,401 | .5 | 7 | 3 | 8,363 | 224 | 275,773 |
| Electrical Appliances | | | | | | | | | | | | | | | | | |
| Electrical appliances..... | 138 | 150,000 | 22,050 | 14.4 | 123,048 | 77.7 | 1,376 | .9 | 40,043 | 6.3 | 1,077 | .7 | (⁴) | | (⁴) | 138 | 150,000 |
| Electrical Equipment for Industrial Use | | | | | | | | | | | | | | | | | |
| Carbon products for the electrical industry, and manufactures of carbon or artificial graphite..... | 31 | 18,935 | 7,140 | 37.7 | 1,019 | 5.4 | 628 | 3.3 | 10,148 | 53.0 | | | (⁴) | | (⁴) | 31 | 18,935 |
| Electrical measuring instruments..... | 59 | 40,817 | 23,514 | 57.6 | 5,310 | 13.0 | 1,180 | 2.9 | 10,530 | 25.8 | 271 | .7 | | | | 59 | 40,817 |
| Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified..... | 484 | 456,200 | 263,027 | 57.7 | 72,662 | 15.9 | 7,451 | 1.6 | 111,687 | 24.5 | 1,373 | .3 | 20 | 3 | 19,354 | 487 | 475,554 |
| Wiring devices and supplies..... | 145 | 99,624 | 11,670 | 11.7 | 53,857 | 54.1 | 2,080 | 2.1 | 32,008 | 32.1 | | | 11 | 1 | 2,498 | 146 | 102,122 |
| Electric Lamps | | | | | | | | | | | | | | | | | |
| Electric lamps..... | 55 | 85,076 | (⁵) | (⁵) | 80,304 | 94.5 | 88 | .1 | 4,024 | 5.4 | | | | | | 55 | 85,076 |
| Insulated Wire and Cable | | | | | | | | | | | | | | | | | |
| Insulated wire and cable..... | 77 | 87,694 | 23,152 | 26.4 | 37,427 | 42.6 | 626 | .7 | 20,424 | 30.2 | 65 | .1 | 14 | 2 | 30,701 | 79 | 124,395 |
| Electrical Products Not Elsewhere Classified | | | | | | | | | | | | | | | | | |
| Batteries, storage and primary (dry and wet)..... | 221 | 100,233 | 35,933 | 33.8 | 47,104 | 44.5 | 4,280 | 4.0 | 18,704 | 17.0 | 116 | .1 | 17 | | 12,602 | 221 | 118,925 |
| X-ray and therapeutic apparatus and electronic tubes..... | 84 | 23,317 | 10,601 | 45.0 | 5,832 | 25.0 | 3,227 | 13.8 | 2,710 | 11.7 | 848 | 3.6 | | | | 84 | 23,317 |
| Electrical products not elsewhere classified..... | 141 | 25,094 | | | 4,724 | 18.8 | 2,835 | 11.3 | 17,418 | 69.4 | 117 | .5 | 25 | 23 | 11,954 | 164 | 37,048 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

³ Less than one-tenth of 1 percent.

⁴ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.

⁵ Omitted to avoid disclosure.

⁶ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| ELECTRICAL MACHINERY | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|---|---|-------------|---|------------------|---------------|------------------|---|------------------|------------------------------|------------------|--------------------------------------|------------------|----------------------------------|------------------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | Number of establishments reporting | Amount | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| Electrical Machinery, Apparatus, and Supplies | | | | | | | | | | | | | | |
| Electrical machinery, apparatus, and supplies: 1939..... | 1,955 | \$1,587,063 | \$520,712 | 33.2 | | | \$548,043 | 34.6 | \$105,527 | 6.7 | \$400,682 | 25.2 | \$5,409 | 0.3 |
| Automotive electrical equipment, Batteries, storage and primary (dry and wet)..... | 81 | 60,671 | | | | | 23,603 | 30.0 | 1,096 | 1.8 | 35,847 | 50.2 | 25 | (*) |
| Carbon products for the electrical industry, and manufactures of carbon or artificial graphite..... | 221 | 101,047 | 35,033 | 35.2 | | | 28,013 | 27.5 | 10,181 | 18.8 | 18,704 | 18.4 | 110 | .1 |
| Communication equipment..... | 31 | 18,307 | 7,140 | 30.0 | | | 933 | 5.1 | 80 | .5 | 10,148 | 55.4 | | |
| Electrical appliances..... | 221 | 194,988 | 110,051 | 56.0 | | | 17,155 | 8.8 | 351 | .2 | 66,325 | 34.0 | 200 | .1 |
| Electric measuring instruments..... | 137 | 157,024 | 22,956 | 14.6 | (*) | (*) | 94,321 | 50.8 | 20,327 | 18.6 | 9,043 | 6.3 | 1,077 | .7 |
| Electric lamps..... | 50 | 30,631 | 23,514 | 60.3 | | | 4,520 | 11.4 | 790 | 2.0 | 10,536 | 20.6 | 271 | .7 |
| Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified..... | 55 | 84,088 | (?) | (?) | | | 70,216 | 83.2 | 1,148 | 1.4 | 4,624 | 5.4 | | |
| Insulated wire and cable..... | 484 | 448,740 | 263,027 | 58.6 | | | 66,130 | 14.7 | 6,532 | 1.5 | 111,687 | 24.9 | 1,373 | .3 |
| Radios, radio tubes, and phonographs..... | 77 | 87,008 | 23,152 | 26.6 | | | 36,001 | 41.5 | 1,336 | 1.5 | 20,424 | 30.3 | 65 | .1 |
| Wiring devices and supplies..... | 220 | 253,207 | 17,609 | 7.0 | (*) | (*) | 141,807 | 56.0 | 38,061 | 15.0 | 54,290 | 21.4 | 1,401 | .6 |
| X-ray and therapeutic apparatus and electronic tubes..... | 145 | 97,544 | 11,070 | 12.0 | | | 49,474 | 50.7 | 4,383 | 4.5 | 32,008 | 32.8 | | |
| Electrical products not elsewhere classified..... | 84 | 20,090 | 10,601 | 53.2 | (*) | (*) | 3,657 | 18.2 | 2,175 | 10.8 | 2,719 | 13.6 | 848 | 4.2 |
| 1935 ⁴ | 1,561 | 1,041,457 | 309,716 | 29.7 | \$0,992 | 1.0 | 357,987 | 34.4 | 75,312 | 7.2 | 282,140 | 27.1 | 6,310 | .6 |
| 1929..... | 1,833 | 2,327,055 | 484,100 | 20.8 | 67,702 | 2.9 | 752,200 | 32.3 | 145,030 | 6.2 | 869,638 | 37.4 | 8,320 | .4 |

¹ Export intermediaries included for comparative purposes.² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).³ Includes farmers, household consumers, and employees at retail.⁴ Less than one-tenth of 1 percent.⁵ Interplant transfers included to avoid disclosure.⁶ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.⁷ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.⁸ Revised for comparative purposes, see explanation, p. 2.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

| ELECTRICAL MACHINERY | Number of establishments reporting distributed sales and transfers | | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | | |
|---|--|------------------|---|-----|---|---------------------|------------------|---------------------|---|---------------------|-----------------------|---------------------|------------------------------|---------------------|---|---|--------------------------------------|---------------------|----------------------------------|---------------------|
| | | | ESTABLISHMENTS REPORTING INTER-PLANT TRANSFERS ¹ | | To or through manufacturer-owned and-operated outlets | | | | To other business concerns in the United States, for resale | | | | | | Export, direct to buyers in other countries | | To users and consumers | | | |
| | | | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | | | Industrial, etc., users ³ | | Consumers at retail ⁴ | |
| | | | | | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | | | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively |
| Automotive Electrical Equipment | | | | | | | | | | | | | | | | | | | | |
| Automotive electrical equipment..... | 84 | 7 | 3 | 81 | | | | | 58 | 14 | 20 | | 24 | 3 | 20 | | 42 | 14 | 3 | |
| Communication Equipment and Related Products | | | | | | | | | | | | | | | | | | | | |
| Communication equipment..... | 223 | 11 | 2 | 221 | 10 | 1 | | | 105 | 27 | 28 | | 24 | 4 | 50 | | 179 | 88 | 10 | |
| Radios, radio tubes, and phonographs..... | 224 | 7 | 3 | 221 | 16 | 6 | (⁵) | (⁵) | 123 | 28 | 34 | | 65 | 7 | 66 | 1 | 132 | 47 | 33 | |
| Electrical Appliances | | | | | | | | | | | | | | | | | | | | |
| Electrical appliances..... | 138 | (⁶) | | 138 | 11 | 2 | (⁶) | (⁶) | 110 | 38 | 24 | | 63 | 0 | 35 | 1 | 42 | 9 | 27 | |
| Electrical Equipment for Industrial Use | | | | | | | | | | | | | | | | | | | | |
| Carbon products for the electrical industry, and manufactures of carbon or artificial graphite..... | 31 | (⁶) | | 31 | 0 | 2 | | | 14 | 1 | | | 5 | | 9 | | 27 | 8 | | |
| Electrical measuring instruments..... | 60 | | | 50 | 3 | 2 | | | 37 | 7 | 13 | | 8 | 1 | 21 | | 40 | 10 | 4 | |
| Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified..... | 487 | 20 | 3 | 484 | 68 | 28 | | | 264 | 66 | 63 | | 65 | 6 | 106 | | 340 | 143 | 22 | |
| Wiring devices and supplies..... | 146 | 11 | 1 | 145 | 10 | 1 | | | 106 | 20 | 19 | | 18 | | 32 | | 102 | 80 | | |
| Electric Lamps | | | | | | | | | | | | | | | | | | | | |
| Electric lamps..... | 55 | | | 55 | (⁷) | (⁷) | | | 51 | 27 | 13 | | 10 | 2 | 7 | | 17 | 2 | | |
| Insulated Wire and Cable | | | | | | | | | | | | | | | | | | | | |
| Insulated wire and cable..... | 70 | 14 | 2 | 77 | 7 | 1 | | | 61 | 12 | 20 | | 18 | 1 | 22 | | 47 | 10 | 4 | |
| Electrical Products Not Elsewhere Classified | | | | | | | | | | | | | | | | | | | | |
| Batteries, storage and primary (dry and wet)..... | 221 | 17 | | 221 | 20 | 9 | | | 130 | 40 | 15 | | 116 | 30 | 25 | | 63 | 15 | 31 | |
| X-ray and therapeutic apparatus and electronic tubes..... | 84 | | | 84 | 8 | 1 | (⁵) | | 39 | 12 | 6 | | 25 | 7 | 23 | | 39 | 10 | 14 | |
| Electrical products not elsewhere classified..... | 104 | 25 | 23 | 141 | | | | | 66 | 22 | 10 | | 33 | 7 | 25 | 1 | 87 | 48 | 11 | |

¹ See definition for "Interplant transfers," p. 3.
² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."
³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
⁴ Includes farmers, household consumers, and employees at retail.
⁵ Establishments reporting sales to or through own retail stores combined with own wholesale branches or offices to avoid disclosure.
⁶ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.
⁷ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.

CENSUS OF BUSINESS

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

| ELECTRICAL MACHINERY | Value of products ¹ | INVENTORY ¹ (FINISHED PRODUCTS) | | Purchased merchandise sold without processing (+) | Receipts for contract and repair work ¹ (-) | Value of products not distributed (-) | Interplant transfers (-) | Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G) | Total distributed sales reported | Total number of establishments ¹ | NUMBER OF ESTABLISHMENTS REPORTING | | | | |
|---|--------------------------------|--|----------------------|---|--|---------------------------------------|--------------------------|--|----------------------------------|---|------------------------------------|--------------------------|--------------------------------|-----------------------|--|
| | | Beginning of year 1939 (+) | End of year 1939 (-) | | | | | | | | Exclusive contract work | No distribution of sales | Exclusive interplant transfers | Distribution of sales | |
| A | B | C | D | E | F | G | | | | | | | | | |
| Automotive Electrical Equipment | | | | | | | | | | | | | | | |
| Automotive electrical equipment..... | \$109,762 | \$0,322 | \$5,433 | \$597 | \$340 | | \$49,465 | \$61,443 | \$62,946 | 84 | | | 3 | 81 | |
| Communication Equipment and Related Products | | | | | | | | | | | | | | | |
| Communication equipment..... | 191,326 | 42,121 | 30,505 | 8,083 | 348 | \$58 | 2,814 | 207,805 | 199,134 | 227 | | 4 | 2 | 221 | |
| Radios, radio tubes, and phonographs..... | 275,870 | 15,171 | 18,887 | 8,435 | 515 | | 8,303 | 271,711 | 267,410 | 224 | | | 3 | 221 | |
| Electrical Appliances | | | | | | | | | | | | | | | |
| Electrical appliances..... | 145,696 | 16,807 | 12,830 | 8,991 | 663 | | (3) | 158,091 | 159,000 | 138 | | | | 138 | |
| Electrical Equipment for Industrial Use | | | | | | | | | | | | | | | |
| Carbon products for the electrical industry, and manufactures of carbon or artificial graphite..... | 18,376 | 1,482 | 1,324 | 156 | 72 | | (3) | 18,618 | 18,035 | 31 | | | | 31 | |
| Electrical measuring instruments..... | 41,797 | 2,760 | 2,984 | 202 | 480 | | | 41,376 | 40,817 | 59 | | | | 59 | |
| Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified..... | 470,462 | 46,384 | 41,573 | 11,163 | 13,289 | | 10,354 | 453,793 | 456,200 | 401 | 4 | | 3 | 484 | |
| Wiring devices and supplies..... | 94,305 | 11,547 | 11,147 | 5,472 | 58 | | 2,498 | 97,621 | 99,624 | 146 | | | 1 | 146 | |
| Electric Lamps | | | | | | | | | | | | | | | |
| Electric lamps..... | 84,828 | 4,106 | 4,146 | 64 | | | | 84,852 | 85,076 | 55 | | | | 55 | |
| Insulated Wire and Cable | | | | | | | | | | | | | | | |
| Insulated wire and cable..... | 120,300 | 15,858 | 14,723 | 1,504 | 6 | | 36,701 | 86,322 | 87,694 | 79 | | | 2 | 77 | |
| Electrical Products Not Elsewhere Classified | | | | | | | | | | | | | | | |
| Batteries, storage and primary (dry and wet)..... | 117,583 | 5,923 | 6,837 | 2,194 | 65 | | 12,692 | 106,106 | 106,233 | 221 | | | | 221 | |
| X-ray and therapeutic apparatus and electronic tubes..... | 17,045 | 2,144 | 2,194 | 5,516 | 66 | | | 23,345 | 23,317 | 84 | | | | 84 | |
| Electrical products not elsewhere classified..... | 39,049 | 2,569 | 2,598 | 103 | 2,213 | 474 | 11,054 | 24,482 | 25,094 | 175 | 5 | 6 | 23 | 141 | |

¹ From Census of Manufactures.

² See explanation under "Correlation with Census of Manufactures," p. 2.

³ Omitted to avoid disclosure.

⁴ Interplant transfers included to avoid disclosure.

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

| ELECTRICAL MACHINERY | DISTRIBUTED SALES | | | | | | | | | |
|---|-------------------|---|------------------|--------------------------|---------------------|-------------|---|------------------|-----------------|---------------------|
| | 1939 | | | | | 1935 | | | | |
| | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | Number of establishments | | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | |
| | | Amount | Percent of total | Total reporting | Selling exclusively | | Amount | Percent of total | Total reporting | Selling exclusively |
| Automotive Electrical Equipment | | | | | | | | | | |
| Automotive electrical equipment..... | \$60,571 | \$1,706 | 2.8 | 17 | 3 | | | | | |
| Communication Equipment and Related Products | | | | | | | | | | |
| Communication equipment..... | 194,088 | 16,658 | 8.5 | 38 | | | | | | |
| Radios, radio tubes, and phonographs..... | 253,207 | 13,731 | 5.4 | 30 | 6 | | | | | |
| Electrical Appliances | | | | | | | | | | |
| Electrical appliances..... | 157,024 | 3,400 | 2.2 | 21 | | | | | | |
| Electrical Equipment for Industrial Use | | | | | | | | | | |
| Carbon products for the electrical industry, and manufactures of carbon or artificial graphite..... | 18,307 | 530 | 2.9 | 4 | | | | | | |
| Electrical measuring instruments..... | 39,631 | 4,505 | 11.4 | 16 | 1 | | | | | |
| Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified..... | 448,749 | 34,174 | 7.6 | 117 | 13 | | | | | |
| Wiring devices and supplies..... | 97,544 | 15,257 | 15.6 | 58 | 7 | | | | | |
| Electric Lamps | | | | | | | | | | |
| Electric lamps..... | 84,088 | 782 | .9 | 7 | | | | | | |
| Insulated Wire and Cable | | | | | | | | | | |
| Insulated wire and cable..... | 87,068 | 17,271 | 19.8 | 32 | | | | | | |
| Electrical Products Not Elsewhere Classified | | | | | | | | | | |
| Batteries, storage and primary (dry and wet)..... | 101,947 | 3,094 | 3.0 | 7 | | | | | | |
| X-ray and therapeutic apparatus and electronic tubes..... | 20,090 | 1,714 | 8.5 | 13 | 5 | | | | | |
| Electrical products not elsewhere classified..... | 22,259 | 2,036 | 9.1 | 18 | 5 | | | | | |
| | | | | | | \$1,041,457 | \$70,533 | 6.8 | 306 | 46 |

¹ Revised for comparative purposes, see explanation, p. 2.

Group 17. MACHINERY (EXCEPT ELECTRICAL)

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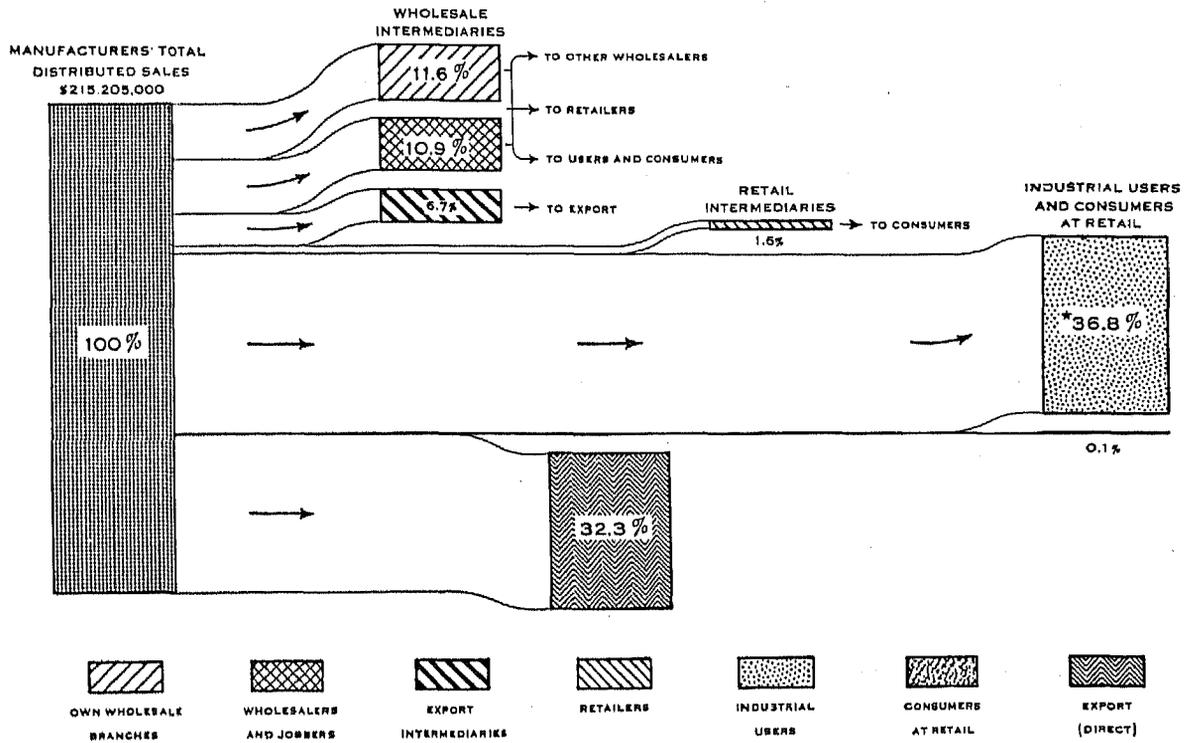
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MACHINE TOOLS

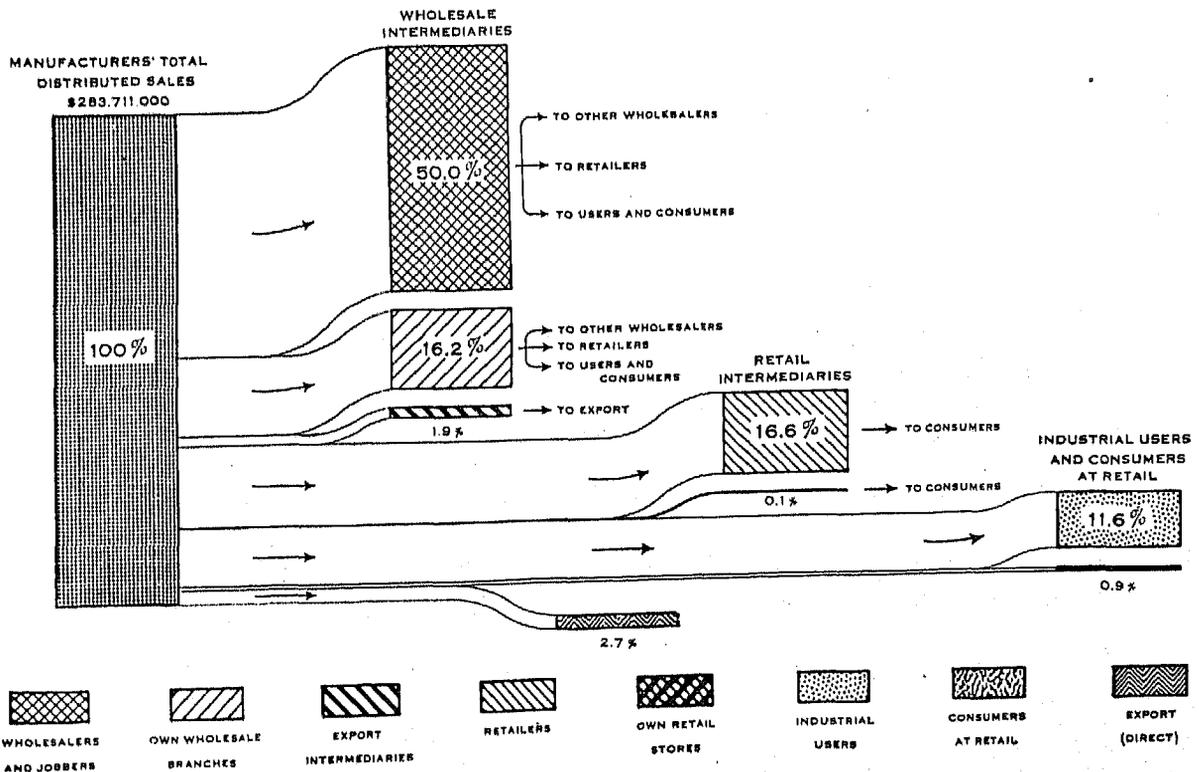
CHART I. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



* Includes interplant transfers

REFRIGERATORS, REFRIGERATION MACHINERY AND EQUIPMENT, AND COMPLETE AIR-CONDITIONING UNITS

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



MACHINERY (EXCEPT ELECTRICAL)

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in manufacturing machinery and equipment (other than electrical) and prime movers. Machines that are powered by a removable electric motor and portable tools, both electric and pneumatic powered, generally are included in this group.

AGRICULTURAL MACHINERY AND TRACTORS

Agricultural machinery (except tractors).—Includes establishments primarily engaged in the manufacture of agricultural machinery and equipment (except tractors) for use in the preparation or maintenance of the soil, the planting and harvesting of the crop, preparing crops for market or for use, and other operations or processes pertaining to agriculture. Establishments primarily engaged in the production of agricultural hand tools are not included in this industry.

Tractors.—Includes establishments primarily engaged in the manufacture of agricultural tractors, tractors used on construction work, and industrial tractors.

CONSTRUCTION, MINING, AND RELATED MACHINERY

Construction and similar machinery (except mining and oil-field machinery and tools).—Includes establishments primarily engaged in the manufacture of heavy machinery used by the construction industries for portable or fixed plant operation in dredging (including mining dredges), excavating, and road-building. Road-maintenance machinery (such as sweepers and snow plows) is also included. Well-drilling machinery is treated as a product of the "Industrial machinery, not elsewhere classified" industry.

Mining machinery and equipment.—Includes establishments primarily engaged in the manufacture of machinery and equipment for use in mining, including mine hoists, conveyors, ore-crushing and stamping-mill machinery; flotation and concentration machinery; screeners; mining cars and trucks; coal-sawing machinery; coal breakers, etc.

Oil-field machinery and tools.—Includes establishments primarily engaged in the manufacture of machinery and tools for use in oil and gas fields.

ENGINES AND TURBINES

Internal-combustion engines.—Includes establishments whose chief products are internal-combustion engines (except for aircraft and motor vehicles) includ-

ing Diesel and semi-Diesel types. It does not include the production of engines made for installation in locomotives (Diesel-electric), ships, boats, or tractors when the engines and the locomotives, etc., are built by the same establishment.

Steam engines, turbines, and water wheels.—Includes establishments primarily engaged in the manufacture of steam engines, steam turbines, water wheels, and water turbines. It does not include the production of locomotives; turbo-generators; steam engines made for installation as parts of blowers, pumps, etc.; or steam engines made for installation in ships, etc., manufactured in the same plants.

GENERAL INDUSTRIAL MACHINERY

Blowers, and exhaust and ventilating fans.—Includes establishments primarily engaged in the manufacture of blowers, and ventilating and exhaust fans for general industrial, commercial, and household use, including attic fans, blower filter units (furnace blowers), and fans for mechanical draft. Circulating fans for use in free air, such as desk, pedestal, or wall-type fans are not included.

Cars and trucks (industrial and mining).—Includes establishments primarily engaged in the manufacture of industrial cars and trucks for use in conveying supplies, freight, etc., within the confines of a plant. Automotive cars and trucks for use on highways are classified in the "Motor vehicles, motor-vehicle bodies, parts and accessories" industry and mining cars and trucks are classified in the "Mining machinery and equipment" industry.

Elevators, escalators, and conveyors.—Includes establishments primarily engaged in the manufacture of elevators, escalators, and conveyor systems and equipment.

Measuring and dispensing pumps.—Includes establishments primarily engaged in the manufacture of equipment commonly used in automobile service and filling stations for dispensing gasoline, oils, and grease, including grease guns.

Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks.—Includes establishments primarily engaged in the manufacture of meters of all kinds (except electric); flow- and pressure-indicating, recording, and controlling equipment; testing equipment; and gages and controls not classified in other industries. Heat gages and controls are included in "Steam fittings, regardless of material" industry and electric meters are included in the "Electrical measuring instruments" industry.

Mechanical power-transmission equipment.—Includes establishments primarily engaged in the manufacture of mechanical power-transmission equipment such as ball and roller bearings, gears made for sale separately, drives, shafts, etc.

Pumping equipment and air compressors.—Includes establishments primarily engaged in the manufacture of pumps of all kinds (except measuring and dispensing pumps), both hand and power-driven, and water systems (both deep and shallow well); compressors; spraying and dusting equipment, including chemical, paint, and agricultural sprayers; and pump jacks, pump cylinders, and other pumping equipment.

Stokers, mechanical (domestic and industrial).—Includes establishments primarily engaged in the manufacture of mechanical stokers, including residential, commercial, and industrial types.

Industrial machinery not elsewhere classified.—Includes establishments manufacturing a large class of industrial machinery for general use and mechanical devices not specifically assigned to other industries.

Machine-shop products not elsewhere classified.—Includes machine shops that are engaged in the production of machine parts and equipment other than complete machines, and perform work to a large extent on individual order, such as making parts for repairs and replacements.

Machine-shop repairs.—For convenience in evaluating the amount of repair work done in this industry, information is given in table 5 and is identical with that covered by the Census of Manufactures.

HOUSEHOLD AND SERVICE-INDUSTRY MACHINES

Commercial laundry, dry-cleaning, and pressing machines.—Includes establishments primarily engaged in the manufacture of commercial laundry, dry-cleaning, and pressing machinery.

Laundry equipment (domestic).—Includes establishments primarily engaged in the manufacture of laundry equipment for household use (such as driers, ironers, washing machines, and wringers) whether power- or hand-driven.

Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units.—Includes establishments primarily engaged in the manufacture of complete domestic and commercial refrigerators; compressors, evaporators or condensers, for sale separately or in assembled units, known to the trade as complete systems, high sides, or low sides; domestic and commercial cabinets; display, storage, etc., cases.

Sewing machines (domestic and industrial).—Includes establishments primarily engaged in the manufacture of sewing machines (hand, foot, and power) for household and for factory use on textiles. Sewing machines for work on leather, rubber, or other non-

textile materials, data for which are included in "Special industry machinery, not elsewhere classified," are not included.

METALWORKING MACHINERY

Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools.—Includes establishments whose chief products are attachments and accessories for machine tools and metalworking machinery (such as forming and stamping dies, jigs, fixtures, and special tools); milling cutters, taps and dies, twist drills, reamers; and precision measuring tools (such as micrometers, verniers, gages, etc.) for use with machine tools.

Machine tools.—Includes establishments primarily engaged in the manufacture of power-driven complete metalworking machines (not portable by hand) having one or more tool and work holding devices, used for progressively removing the metal in the form of chips. Also included are honing machines, lapping machines, and grinders.

Metalworking machinery and equipment not elsewhere classified.—Includes establishments primarily engaged in the manufacture of machinery for forming, stamping, forging, or otherwise shaping of metal without the use of a cutting tool. Rolling-mill machinery, machines for sheet-metal working, welding (except electric), wire-drawing and wireworking are included.

OFFICE AND STORE MACHINES

Scales and balances.—Includes establishments primarily engaged in the manufacture of weighing devices of all types, including those with automatic computing mechanism and coin-operated scales.

Vending, amusement, and other coin-operated machines.—Includes establishments primarily engaged in the manufacture of all coin-operated mechanisms and complete coin-operated vending and amusement machines, except complete coin-operated phonographs and coin-operated scales, which are included in the "Radios, radio tubes, and phonographs" industry.

Office and store machines not elsewhere classified.—Includes establishments primarily engaged in the manufacture or assembly, for sale, of all kinds of business office machines such as typewriters, calculating, addressing, mailing, duplicating, tabulating, and card punching machines; check-writing, signing, canceling machines, perforators, and other protective devices; and all other business machines.

SPECIAL INDUSTRY MACHINERY

Food-products machinery.—Includes establishments primarily engaged in the manufacture of machinery for use in the food-products and beverage industries in the preparation, canning, or packaging of food products.

Paper-mill, pulp-mill, and paper-products machinery.—Includes establishments primarily engaged in the

manufacture of machinery for the paper-pulp, paper, and paper-products industries.

Printing-trades machinery and equipment.—Includes establishments primarily engaged in the manufacture of machinery and apparatus used by the printing, photo-engraving, and bookbinding trades, including type and engravers' plates and stones but not including paper and ink.

Textile machinery.—Includes establishments primarily engaged in the manufacture of machinery for the textile industry. This group does not include domestic or industrial sewing machines, which are classified in "Sewing machines, domestic and industrial."

Woodworking machinery.—Includes establishments primarily engaged in the manufacture of machinery for sawmills, planing mills, cabinet and furniture makers, pattern makers, and veneer workers. This classification also includes small woodworking machinery for home, shop, and professional craftsmen, and portable electric woodworking tools. Hand tools such as planes, axes, drawknives, etc., are not included.

Special industry machinery not elsewhere classified.—Includes establishments primarily engaged in the manufacture of machinery for selected industries requiring specialized machines. Cement-making, clay-

working, cotton-ginning, glass-making, hat-making, incandescent lamp-making, leather-working, paint-making, rubber-working, stone-working, pharmaceutical, and shoe machinery are included in this classification.

COMPARATIVE INFORMATION

Due to a more detailed break-down of industries within this group for 1939, comparisons for the following are not available and they are therefore omitted from table 3.

Blowers, and exhaust and ventilating fans.
Cars and trucks (industrial and mining).
Commercial laundry, dry-cleaning, and pressing machines.
Elevators, escalators, and conveyors.
Food-products machinery.
Industrial machinery not elsewhere classified.
Internal-combustion engines.
Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks.
Mining machinery and equipment.
Oil-field machinery and tools.
Paper-mill, pulp-mill, and paper-products machinery.
Special industry machinery not elsewhere classified.
Steam engines, turbines, and water wheels.
Stokers, mechanical (domestic and industrial).
Vending, amusement, and other coin-operated machines.
Woodworking machinery.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| MACHINERY (EXCEPT ELECTRICAL) | DISTRIBUTED SALES | | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | |
|---|------------------------------------|-------------------------|---|------------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|---------------------------|---|------------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | To users and consumers | | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | Export, direct to buyers in other countries | Industrial, etc., users ¹ | Consumers at retail ² |
| Agricultural Machinery and Tractors | | | | | | | | | | | | | | | | | | | |
| Agricultural machinery (except tractors)..... | 317 | \$108,813 | \$70,621 | (³) | \$50,780 | \$2,703 | \$10,236 | \$18,764 | \$4,046 | \$2,507 | 100.0 | 41.9 | (³) | 30.1 | 1.6 | 11.4 | 11.1 | 2.4 | 1.5 |
| Tractors..... | 30 | 250,070 | 113,004 | | 80,108 | 4,888 | 200 | 47,431 | 0,013 | 716 | 100.0 | 44.4 | | 31.3 | 1.9 | 1.1 | 18.5 | 3.5 | .3 |
| Construction, Mining, and Related Machinery | | | | | | | | | | | | | | | | | | | |
| Construction and similar machinery (except mining and oil-field machinery and tools)..... | 108 | 136,317 | 15,834 | | 26,331 | 1,636 | 4,220 | 12,183 | 75,845 | 209 | 100.0 | 11.7 | | 10.3 | 1.2 | 3.1 | 8.9 | 55.6 | .2 |
| Mining machinery and equipment..... | 62 | 34,745 | 11,009 | | 904 | 145 | 194 | 2,982 | 10,300 | 121 | 100.0 | 31.7 | | 2.6 | .4 | .6 | 8.6 | 55.8 | .3 |
| Oil-field machinery and tools..... | 223 | 86,151 | 24,432 | | 22,000 | 3,740 | 1,128 | 7,925 | 25,592 | 674 | 100.0 | 28.4 | | 26.3 | 4.3 | 1.3 | 0.2 | 20.7 | .8 |
| Engines and Turbines | | | | | | | | | | | | | | | | | | | |
| Internal-combustion engines..... | 74 | 100,599 | 16,455 | | 12,788 | 707 | 8,291 | 5,672 | 62,444 | 242 | 100.0 | 15.4 | | 12.0 | .7 | 7.8 | 5.3 | 58.0 | .2 |
| Steam engines, turbines, and water wheels..... | 18 | 24,853 | (³) | | 12,100 | 256 | | 222 | 12,275 | | 100.0 | (³) | | 48.7 | 1.0 | | .9 | 49.4 | |
| General Industrial Machinery | | | | | | | | | | | | | | | | | | | |
| Blowers, and exhaust and ventilating fans..... | 77 | 30,626 | 7,975 | | 4,746 | 143 | 630 | 173 | 16,732 | 227 | 100.0 | 26.0 | | 15.5 | .5 | 2.1 | .6 | 54.6 | .7 |
| Cars and trucks (industrial and mining)..... | 55 | 17,710 | 1,905 | | 1,745 | 66 | | 384 | 13,610 | | 100.0 | 10.7 | | 9.9 | .4 | | 2.2 | 47.6 | |
| Elevators, escalators, and conveyors..... | 181 | 61,831 | 16,146 | | 4,430 | 432 | 1,384 | 1,847 | 37,131 | 461 | 100.0 | 26.1 | | 7.2 | .7 | 2.2 | 3.0 | 60.1 | .7 |
| Measuring and dispensing pumps..... | 38 | 45,455 | 6,248 | (³) | 12,374 | 116 | 2,464 | 2,357 | 21,017 | 879 | 100.0 | 13.7 | (³) | 27.2 | .3 | 5.4 | 5.2 | 46.3 | 1.9 |

See footnotes at end of table.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939—Continued

[Values expressed in thousands of dollars]

| MACHINERY (EXCEPT ELECTRICAL) | DISTRIBUTED SALES | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | | |
|--|------------------------------------|-------------------------|---|------------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|-------------------|---|---------------|-------------------------|---|------------------------------|---|--------------------------------------|----------------------------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned-and-operated outlets | | | To other business concerns in the United States, for resale | | | To users and consumers | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | Export, direct to buyers in other countries | Industrial, etc., users ¹ | Consumers at retail ² |
| General Industrial Machinery—Con. | | | | | | | | | | | | | | | | | | | |
| Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks..... | 68 | \$36,349 | \$12,432 | | \$4,001 | \$543 | \$427 | \$1,104 | \$17,722 | 100.0 | 34.2 | | 11.2 | 1.5 | 1.2 | 3.2 | | 48.7 | |
| Meters..... | 48 | 32,316 | 12,432 | | 1,583 | 448 | 380 | 1,104 | 16,308 | 100.0 | 38.4 | | 4.9 | 1.4 | 1.2 | 3.0 | | 50.5 | |
| Other measuring instruments..... | 20 | 4,034 | (³) | | 2,478 | 795 | 47 | (⁷) | 1,414 | 100.0 | (⁹) | | 61.4 | 7.3 | 1.2 | (⁷) | | 35.1 | |
| Mechanical power-transmission equipment..... | 218 | 170,335 | 26,044 | | 15,055 | 1,770 | 1,093 | 3,517 | 121,774 | 100.0 | 15.8 | | 8.8 | 1.1 | .0 | 2.1 | | 71.5 | 0.1 |
| Pumping equipment and air compressors..... | 336 | 133,420 | 32,809 | | 41,399 | 1,800 | 11,523 | 7,055 | 35,287 | 100.0 | 24.0 | | 31.0 | 1.4 | 8.0 | 5.3 | | 28.4 | 2.7 |
| Stokers, mechanical (domestic and industrial)..... | 61 | 25,203 | 4,860 | (³) | 5,900 | 54 | 4,453 | 628 | 8,788 | 100.0 | 19.3 | (⁹) | 23.7 | .2 | 17.7 | 2.6 | | 34.9 | 1.7 |
| Industrial machinery not elsewhere classified..... | 574 | 140,117 | 31,181 | | 11,040 | 1,200 | 5,148 | 0,518 | 81,837 | 100.0 | 22.3 | | 8.3 | .9 | 3.7 | 4.0 | | 58.4 | 1.8 |
| Machine-shop products not elsewhere classified..... | 2,015 | 338,102 | 27,733 | \$600 | 67,530 | 4,402 | 7,728 | 8,800 | 218,913 | 100.0 | 8.2 | 0.2 | 20.0 | 1.3 | 2.3 | 2.0 | | 64.7 | .7 |
| Household and Service-Industry Machines | | | | | | | | | | | | | | | | | | | |
| Commercial laundry, dry-cleaning, and pressing machines..... | 82 | 23,931 | 12,020 | | 4,186 | (⁵) | | 251 | 7,244 | 100.0 | 50.3 | | 17.5 | (⁵) | | 1.0 | | 30.3 | .9 |
| Laundry equipment (domestic)..... | 42 | 04,408 | 5,983 | | 18,902 | 593 | 32,011 | 585 | 5,007 | 100.0 | 0.3 | | 20.0 | .9 | 50.0 | .9 | | 8.7 | (⁵) |
| Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units..... | 302 | 283,711 | 46,063 | 383 | 141,753 | 5,304 | 47,012 | 7,049 | 33,004 | 100.0 | 16.2 | .1 | 50.0 | 1.9 | 10.0 | 2.7 | | 11.6 | .0 |
| Sewing machines (domestic and industrial)..... | 39 | 31,044 | (¹⁰) | 15,016 | 1,711 | 42 | 4,301 | 0,020 | 2,904 | 100.0 | (¹⁰) | 48.3 | 5.5 | .1 | 14.1 | 22.3 | | 0.7 | |
| Metalworking Machinery | | | | | | | | | | | | | | | | | | | |
| Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools..... | 945 | 120,180 | 9,734 | | 18,074 | 693 | 1,200 | 4,782 | 90,668 | 100.0 | 7.7 | | 15.1 | .5 | 1.0 | 3.8 | | 71.0 | (⁹) |
| Machine tools..... | 200 | 215,205 | 24,952 | | 23,547 | 14,398 | 3,507 | 69,543 | 79,045 | 100.0 | 11.0 | | 10.9 | 6.7 | 1.0 | 32.3 | | 30.8 | .1 |
| Metalworking machinery and equipment not elsewhere classified..... | 177 | 81,061 | 8,498 | | 12,397 | 330 | | 0,810 | 50,050 | 100.0 | 10.5 | | 15.3 | .4 | | 12.1 | | 61.7 | |
| Office and Store Machines | | | | | | | | | | | | | | | | | | | |
| Scales and balances..... | 50 | 14,107 | 3,815 | (⁵) | 3,721 | 65 | 1,707 | 437 | 4,272 | 100.0 | 27.1 | (⁵) | 20.4 | .4 | 12.7 | 3.1 | | 30.3 | |
| Vending, amusement, and other coin-operated machines..... | 51 | 23,134 | (¹¹) | | 17,133 | | (¹¹) | 72 | 5,929 | 100.0 | (¹¹) | | 74.0 | | (¹¹) | .3 | | 25.7 | (¹²) |
| Office and store machines not elsewhere classified..... | 123 | 142,801 | 01,636 | 29,100 | 5,026 | 50 | 5,798 | 22,475 | 17,836 | 100.0 | 43.1 | 20.4 | 4.1 | (⁹) | 4.2 | 15.7 | | 12.5 | (⁹) |
| Special Industry Machinery | | | | | | | | | | | | | | | | | | | |
| Food-products machinery..... | 370 | 01,720 | 19,504 | (⁵) | 13,043 | 480 | 2,202 | 4,188 | 50,000 | 100.0 | 21.3 | (⁵) | 14.2 | .5 | 2.4 | 4.6 | | 55.0 | 1.4 |
| Paper-mill, pulp-mill, and paper-products machinery..... | 90 | 32,710 | | | 1,014 | 242 | | 924 | 20,930 | 100.0 | | | 4.0 | .8 | | 2.8 | | 91.5 | |
| Printing-trades machinery and equipment..... | 229 | 57,041 | 24,820 | | 3,245 | 593 | 857 | 2,802 | 25,318 | 100.0 | 43.1 | | 5.0 | 1.0 | 1.5 | 4.0 | | 43.0 | |
| Textile machinery..... | 207 | 92,570 | (⁵) | | 1,054 | 071 | 275 | 0,140 | 83,830 | 100.0 | (⁵) | | 1.8 | .7 | .3 | 6.0 | | 90.0 | |
| Woodworking machinery..... | 130 | 23,594 | 719 | (⁵) | 4,242 | 749 | 3,446 | 630 | 13,017 | 100.0 | 3.0 | (⁵) | 18.0 | 3.2 | 14.6 | 2.7 | | 55.1 | 3.4 |
| Special industry machinery not elsewhere classified..... | 205 | 53,065 | 8,405 | | 4,086 | 135 | 709 | 2,100 | 37,000 | 100.0 | 15.8 | | 9.3 | .3 | 1.5 | 4.1 | | 69.0 | |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
² Includes farmers, household consumers, and employees at retail.
³ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.
⁴ Interplant transfers included to avoid disclosure.
⁵ Sales to or through own branches (wholesale and retail).
⁶ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.
⁷ Direct export sales combined with sales to export intermediaries to avoid disclosure.
⁸ Sales to export intermediaries combined with sales to wholesalers and jobbers to avoid disclosure.
⁹ Less than one-tenth of 1 percent.
¹⁰ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.
¹¹ Sales to or through own wholesale branches or offices and to retailers combined with sales to wholesalers and jobbers to avoid disclosure.
¹² Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| MACHINERY (EXCEPT ELECTRICAL) | DISTRIBUTED SALES | | | | | | | | | | | | INTERPLANT TRANSFERS | | | TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS | | | |
|---|------------------------------------|-------------------------|---|------------------|---|------------------|---|------------------|---|------------------|-------------------------------------|------------------|--------------------------|---------|------------------------------------|--|-----------------|-------------------|--------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | | To industrial, etc., users ¹ | | To consumers at retail ² | | Number of establishments | Amount | Number of establishments reporting | Amount | | | |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | | | | | Total reporting | Using exclusively | Amount |
| | | | | | | | | | | | | | | | | | | | |
| Agricultural Machinery and Tractors | | | | | | | | | | | | | | | | | | | |
| Agricultural machinery (except tractors) | 317 | \$168,813 | \$70,021 | 41.0 | \$72,785 | 43.1 | \$18,764 | 11.1 | \$4,046 | 2.4 | \$2,507 | 1.5 | 15 | \$5,205 | 317 | \$174,018 | | | |
| Tractors | 30 | 266,070 | 113,664 | 44.4 | 85,250 | 33.3 | 47,431 | 18.5 | 9,013 | 3.5 | 715 | 3 | (1) | (2) | 30 | 266,070 | | | |
| Construction, Mining, and Related Machinery | | | | | | | | | | | | | | | | | | | |
| Construction and similar machinery (except mining and oil-field machinery and tools) | 198 | 136,317 | 15,834 | 11.7 | 32,186 | 23.6 | 12,183 | 8.0 | 75,845 | 55.6 | 260 | 2 | 15 | 2,715 | 198 | 136,317 | | | |
| Mining machinery and equipment | 62 | 34,745 | 11,000 | 31.7 | 1,243 | 3.6 | 2,082 | 6.0 | 10,390 | 30.8 | 121 | 3 | (4) | (3) | 62 | 34,745 | | | |
| Oil-field machinery and tools | 223 | 86,151 | 24,432 | 28.4 | 27,528 | 31.9 | 7,025 | 8.2 | 25,592 | 29.7 | 674 | 8 | 9 | 783 | 223 | 86,151 | | | |
| Engines and Turbines | | | | | | | | | | | | | | | | | | | |
| Internal-combustion engines | 74 | 100,599 | 16,455 | 15.4 | 21,786 | 20.5 | 5,072 | 5.3 | 62,444 | 58.6 | 242 | 2 | 8 | 3,859 | 74 | 100,599 | | | |
| Steam engines, turbines, and water wheels | 18 | 24,853 | (3) | (3) | 12,356 | 49.7 | 222 | 0 | 12,275 | 40.4 | (1) | (1) | (4) | (3) | 18 | 24,853 | | | |
| General Industrial Machinery | | | | | | | | | | | | | | | | | | | |
| Blowers, and exhaust and ventilating fans | 77 | 30,626 | 7,075 | 23.0 | 5,510 | 18.1 | 173 | 0 | 16,732 | 54.6 | 227 | 7 | 8 | 1,036 | 77 | 30,626 | | | |
| Cars and trucks (industrial and mining) | 55 | 17,710 | 1,605 | 9.0 | 1,811 | 10.3 | 384 | 2.2 | 13,010 | 73.8 | (1) | (1) | (4) | (3) | 55 | 17,710 | | | |
| Elevators, escalators, and conveyors | 181 | 61,831 | 10,140 | 16.4 | 6,246 | 10.1 | 1,847 | 3.0 | 37,131 | 60.1 | 401 | 7 | 10 | 1,715 | 181 | 61,831 | | | |
| Measuring and dispensing pumps | 38 | 45,455 | 6,248 | 13.7 | 14,054 | 32.9 | 2,357 | 5.2 | 21,017 | 46.3 | 879 | 1.9 | 6 | 418 | 38 | 45,455 | | | |
| Measuring instruments (mechanical, except electrical measuring instruments, watches, and clocks) | 68 | 30,349 | 12,432 | 40.9 | 5,031 | 13.9 | 1,164 | 3.2 | 17,722 | 48.7 | (1) | (1) | 9 | 2,169 | 68 | 30,349 | | | |
| Motors | 48 | 32,315 | 12,432 | 38.4 | 2,411 | 7.5 | 1,164 | 3.6 | 16,308 | 50.5 | (1) | (1) | 8 | 2,169 | 48 | 32,315 | | | |
| Other measuring instruments | 20 | 4,034 | (7) | (7) | 2,620 | 64.0 | (7) | (7) | 1,414 | 35.1 | (1) | (1) | (4) | (3) | 20 | 4,034 | | | |
| Mechanical power-transmission equipment | | | | | | | | | | | | | | | | | | | |
| Pumping equipment and air compressors | 218 | 170,335 | 26,044 | 15.3 | 17,927 | 10.5 | 3,517 | 2.1 | 121,774 | 71.5 | 173 | 1 | 14 | 1,728 | 218 | 170,335 | | | |
| Stokers, mechanical (domestic and industrial) | 336 | 133,420 | 32,800 | 24.6 | 54,731 | 41.0 | 7,055 | 5.3 | 35,287 | 26.4 | 3,547 | 2.7 | 17 | 3,003 | 336 | 133,420 | | | |
| Industrial machinery not elsewhere classified | 61 | 25,203 | 4,800 | 19.0 | 10,503 | 41.6 | 628 | 2.5 | 8,788 | 34.0 | 424 | 1.7 | 5 | 755 | 61 | 25,203 | | | |
| Machine-shop products not elsewhere classified | 574 | 140,117 | 31,181 | 22.3 | 18,054 | 12.9 | 6,518 | 4.6 | 81,887 | 58.4 | 2,477 | 1.8 | 10 | 3,101 | 574 | 140,117 | | | |
| Household and Service-Industry Machines | | | | | | | | | | | | | | | | | | | |
| Commercial laundry, dry-cleaning, and pressing machines | 82 | 23,931 | 12,020 | 50.3 | 4,186 | 17.5 | 251 | 1.0 | 17,244 | 72.3 | 221 | 0.9 | (4) | (3) | 82 | 23,931 | | | |
| Laundry equipment (domestic) | 42 | 64,408 | 5,980 | 9.3 | 52,195 | 81.1 | 585 | 0.9 | 5,607 | 8.7 | 35 | (3) | (4) | (3) | 42 | 64,408 | | | |
| Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units | 302 | 283,711 | 40,446 | 14.3 | 194,060 | 68.5 | 7,649 | 2.7 | 33,004 | 11.6 | 2,543 | 0.9 | 8 | 5,154 | 302 | 283,711 | | | |
| Sewing machines (domestic and industrial) | 39 | 31,044 | 15,010 | 48.3 | 6,144 | 10.7 | 6,920 | 22.3 | 2,664 | 9.7 | (1) | (1) | (4) | (3) | 39 | 31,044 | | | |
| Metalworking Machinery | | | | | | | | | | | | | | | | | | | |
| Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools | 945 | 126,180 | 9,734 | 7.7 | 20,927 | 16.6 | 4,782 | 3.8 | 90,608 | 71.9 | 60 | (3) | 20 | 1,433 | 945 | 126,180 | | | |
| Machine tools | 200 | 215,205 | 24,652 | 11.0 | 41,512 | 19.2 | 60,543 | 32.3 | 79,045 | 36.8 | 163 | 1.1 | (4) | (3) | 200 | 215,205 | | | |
| Metalworking machinery and equipment not elsewhere classified | 177 | 81,061 | 8,468 | 10.5 | 12,733 | 15.7 | 9,810 | 12.1 | 50,050 | 61.7 | (1) | (1) | 17 | 13,007 | 177 | 81,061 | | | |
| Office and Store Machines | | | | | | | | | | | | | | | | | | | |
| Scales and balances | 56 | 14,107 | 3,815 | 27.0 | 5,583 | 39.5 | 437 | 3.1 | 4,272 | 30.3 | (1) | (1) | (4) | (3) | 56 | 14,107 | | | |
| Vending, amusement, and other coin-operated machines | 51 | 23,134 | (3) | (3) | 17,133 | 74.0 | 72 | 0.3 | 5,929 | 25.7 | (3) | (3) | (4) | (3) | 51 | 23,134 | | | |
| Office and store machines not elsewhere classified | 123 | 142,801 | 90,742 | 63.6 | 11,774 | 8.3 | 22,475 | 15.7 | 17,836 | 12.5 | 64 | (3) | 10 | 2,256 | 123 | 142,801 | | | |
| Special Industry Machinery | | | | | | | | | | | | | | | | | | | |
| Food-products machinery | 376 | 91,720 | 19,504 | 21.3 | 15,731 | 17.1 | 4,188 | 4.6 | 50,966 | 55.6 | 1,331 | 1.4 | 15 | 3 | 376 | 91,720 | | | |
| Paper-mill, pulp-mill, and paper-products machinery | 99 | 32,719 | (1) | (1) | 1,856 | 5.7 | 924 | 2.8 | 20,939 | 64.3 | (1) | (1) | 4 | 243 | 99 | 32,719 | | | |
| Printing-trades machinery and equipment | 229 | 67,641 | 24,820 | 36.7 | 4,695 | 8.1 | 2,802 | 4.0 | 25,318 | 37.4 | (1) | (1) | 8 | 895 | 229 | 67,641 | | | |
| Textile machinery | 297 | 92,576 | (3) | (3) | 2,000 | 2.8 | 6,140 | 6.6 | 83,536 | 90.0 | (1) | (1) | 9 | 934 | 297 | 92,576 | | | |
| Woodworking machinery | 130 | 23,594 | 719 | 3.0 | 8,437 | 35.8 | 630 | 2.7 | 13,117 | 55.1 | 791 | 3.4 | (4) | (3) | 130 | 23,594 | | | |
| Special industry machinery not elsewhere classified | 205 | 53,665 | 8,495 | 15.8 | 5,020 | 11.1 | 2,190 | 4.1 | 37,000 | 69.0 | (1) | (1) | 12 | 3,815 | 205 | 53,665 | | | |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
² Includes farmers, household consumers, and employees at retail.
³ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
⁴ Omitted to avoid disclosure.
⁵ Sales to or through own branches (wholesale and retail).
⁶ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.
⁷ Sales to or through manufacturer-owned-and-operated outlets and direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.
⁸ Less than one-tenth of 1 percent.

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| MACHINERY (EXCEPT ELECTRICAL) | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED - AND - OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|--|---|-----------|---|-------------------|----------------------|--------------------|---|-------------------|------------------------------|------------------|--------------------------------------|------------------|----------------------------------|-------------------|
| | Number of establishments reporting | Amount | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| Agricultural Machinery and Tractors | | | | | | | | | | | | | | |
| Agricultural machinery (except tractors); and tractors: | | | | | | | | | | | | | | |
| 1939..... | 345 | \$368,607 | \$184,285 | 51.4 | | | \$138,545 | 38.6 | \$10,490 | 5.4 | \$13,050 | 3.7 | \$3,312 | 0.0 |
| Agricultural machinery (except tractors): | | | | | | | | | | | | | | |
| Tractors..... | 315 | 160,040 | 470,021 | 47.1 | (⁴) | (⁴) | 53,540 | 35.7 | 10,236 | 12.8 | 4,016 | 2.7 | 2,597 | 1.7 |
| 1935..... | 30 | 208,648 | 113,064 | 54.5 | | | 84,900 | 40.7 | 200 | .1 | 9,013 | 4.3 | 715 | .4 |
| 1929..... | 233 | 281,115 | 102,310 | 36.4 | \$4,146 | 1.5 | 66,477 | 23.3 | 13,775 | 4.9 | 12,080 | 4.3 | 2,371 | .8 |
| Construction and Similar Machinery | | | | | | | | | | | | | | |
| Construction and similar machinery (except mining and oil-field machinery and tools): | | | | | | | | | | | | | | |
| 1939..... | 108 | 124,134 | 15,834 | 12.8 | | | 27,066 | 22.5 | 4,220 | 3.4 | 75,845 | 61.1 | 200 | .2 |
| 1935..... | 127 | 60,712 | 11,935 | 17.0 | | | 7,937 | 11.9 | 1,117 | 1.7 | 45,713 | 85.5 | 10 | (⁵) |
| General Industrial Machinery | | | | | | | | | | | | | | |
| Measuring and dispensing pumps; and pumping equipment and air compressors: | | | | | | | | | | | | | | |
| 1939..... | 373 | 160,472 | 30,037 | 23.0 | | | 55,008 | 32.9 | 13,037 | 8.3 | 60,304 | 33.2 | 4,426 | 2.6 |
| Measuring and dispensing pumps..... | 38 | 43,098 | 4,248 | 14.5 | (⁶) | (⁶) | 12,490 | 20.0 | 2,404 | 5.7 | 21,017 | 48.8 | 879 | 2.0 |
| Pumping equipment and air compressors..... | 335 | 126,374 | 32,800 | 26.0 | | | 43,208 | 34.2 | 11,623 | 9.1 | 35,287 | 27.9 | 3,547 | 2.8 |
| 1935..... | 317 | 85,532 | 13,510 | 15.8 | | | 18,700 | 21.9 | 13,507 | 15.8 | 38,148 | 44.0 | 1,658 | 1.9 |
| 1929..... | 320 | 155,963 | 436,499 | 23.4 | (⁷) | (⁷) | 55,062 | 35.3 | (⁷) | (⁷) | 64,402 | 41.3 | | |
| Mechanical power-transmission equipment; and machine-shop products not elsewhere classified: | | | | | | | | | | | | | | |
| 1939..... | 2,232 | 406,054 | 54,077 | 11.0 | 600 | .1 | 88,760 | 17.0 | 8,821 | 1.8 | 340,087 | 89.7 | 2,503 | .5 |
| Mechanical power-transmission equipment..... | 218 | 106,818 | 20,944 | 10.1 | | | 10,834 | 10.1 | 1,003 | .7 | 121,774 | 73.0 | 173 | .1 |
| Machine-shop products not elsewhere classified..... | 2,014 | 329,236 | 27,733 | 8.4 | 000 | .2 | 71,032 | 21.9 | 7,728 | 2.3 | 218,013 | 66.5 | 2,330 | .7 |
| 1935..... | 1,943 | 360,213 | 22,000 | 6.4 | 736 | .2 | 62,447 | 17.3 | 10,124 | 2.8 | 261,888 | 72.7 | 2,052 | .6 |
| Household and Service-Industry Machines | | | | | | | | | | | | | | |
| Laundry equipment (domestic): | | | | | | | | | | | | | | |
| 1939..... | 42 | 63,823 | 5,086 | 9.4 | | | 10,684 | 30.7 | 32,011 | 51.1 | 5,007 | 8.8 | 35 | (⁸) |
| 1935..... | 41 | 54,806 | 4,340 | 7.9 | | | 20,871 | 54.4 | 15,802 | 28.9 | 4,125 | 7.5 | 605 | 1.3 |
| 1929..... | 65 | 81,030 | 4,751 | 5.9 | (⁹) | (⁹) | 20,265 | 25.0 | 50,741 | 62.0 | 4,870 | 6.0 | 400 | .5 |
| Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units: | | | | | | | | | | | | | | |
| 1939..... | 302 | 276,062 | 46,053 | 16.7 | 383 | .1 | 147,067 | 53.3 | 47,012 | 17.0 | 33,004 | 12.0 | 2,543 | .9 |
| 1935..... | 269 | 220,834 | 47,168 | 20.8 | 312 | .1 | 130,853 | 57.7 | 23,813 | 10.5 | 23,291 | 10.3 | 1,397 | .6 |
| Sewing machines (domestic and industrial): | | | | | | | | | | | | | | |
| 1939..... | 30 | 24,124 | (¹⁰) | (¹⁰) | ¹⁰ 15,016 | ¹⁰ 62.2 | 1,753 | 7.3 | 4,391 | 18.2 | 2,064 | 12.3 | | |
| 1935..... | 30 | 18,783 | (¹⁰) | (¹⁰) | ¹⁰ 13,517 | ¹⁰ 72.0 | 1,803 | 9.9 | 1,400 | 7.5 | 1,983 | 10.6 | | |
| 1929..... | 30 | 44,978 | (¹⁰) | (¹⁰) | ¹⁰ 20,308 | ¹⁰ 65.1 | 7,454 | 16.6 | (⁷) | (⁷) | 8,210 | 18.3 | | |
| Metalworking Machinery | | | | | | | | | | | | | | |
| Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools: | | | | | | | | | | | | | | |
| 1939..... | 944 | 121,308 | 9,734 | 8.0 | | | 19,007 | 10.2 | 1,200 | 1.1 | 90,088 | 74.7 | 99 | (¹¹) |
| 1935..... | 720 | 84,506 | 3,543 | 4.2 | | | 14,905 | 17.6 | 1,285 | 1.5 | 64,803 | 76.6 | 60 | .1 |
| 1929..... | 717 | 140,987 | 4,255 | 4.1 | (¹²) | (¹²) | 31,091 | 22.7 | (⁷) | (⁷) | 100,441 | 76.5 | | |
| Machine tools; and metalworking machinery and equipment not elsewhere classified: | | | | | | | | | | | | | | |
| 1939..... | 377 | 210,013 | 33,420 | 15.4 | | | 50,078 | 23.4 | 3,567 | 1.6 | 120,005 | 59.5 | 153 | .1 |
| Machine tools..... | 200 | 145,002 | 24,952 | 17.1 | | | 37,945 | 20.1 | 3,567 | 2.4 | 70,045 | 54.3 | 153 | .1 |
| Metalworking machinery and equipment not elsewhere classified..... | 177 | 71,251 | 8,468 | 11.9 | | | 12,733 | 17.0 | | | 50,050 | 70.2 | | |
| 1935..... | 260 | 107,420 | 8,970 | 8.4 | | | 10,386 | 15.2 | 730 | .7 | 81,331 | 75.7 | (¹²) | (¹²) |
| Office and Store Machines | | | | | | | | | | | | | | |
| Scales and balances: | | | | | | | | | | | | | | |
| 1939..... | 56 | 13,070 | 43,315 | 27.0 | (¹³) | (¹³) | 3,786 | 27.7 | 1,707 | 13.1 | 4,272 | 31.3 | | |
| 1935..... | 50 | 8,452 | 2,125 | 25.1 | | | 1,003 | 23.6 | 1,810 | 21.4 | 2,524 | 29.9 | | |
| 1929..... | 59 | 29,328 | (¹³) | (¹³) | (¹³) | (¹³) | 1,003 | (¹³) | 13,417 | 62.8 | 10,911 | 87.2 | | |
| Office and store machines not elsewhere classified: | | | | | | | | | | | | | | |
| 1939..... | 123 | 120,416 | 01,036 | 51.2 | 29,106 | 24.2 | 5,076 | 5.0 | 5,708 | 4.8 | 17,836 | 14.8 | 04 | (¹⁴) |
| 1935..... | 109 | 107,037 | 49,286 | 45.8 | 27,047 | 25.1 | 7,950 | 7.4 | 6,222 | 5.8 | 17,141 | 15.9 | 11 | (¹⁴) |
| 1929..... | 72 | 171,440 | 27,708 | 16.2 | 73,870 | 43.1 | 3,703 | 2.2 | 16,042 | 9.3 | 50,048 | 29.2 | | |

See footnotes at end of table.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| MACHINERY (EXCEPT ELECTRICAL) | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER - OWNED - AND - OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|--|---|----------|---|-------------------|---------------|-------------------|---|-------------------|------------------------------|-------------------|--------------------------------------|-------------------|----------------------------------|-------------------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | Number of establishments reporting | Amount | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total |
| Special Industry Machinery | | | | | | | | | | | | | | |
| Printing-trades machinery and equipment: | | | | | | | | | | | | | | |
| 1939..... | 229 | \$54,839 | \$24,826 | 45.3 | | | \$3,838 | 7.0 | \$857 | 1.5 | \$25,318 | 46.2 | | |
| 1935..... | 235 | 40,555 | 11,732 | 28.2 | | | 2,757 | 5.9 | 1,393 | 3.0 | 30,073 | 65.0 | | |
| Textile machinery: | | | | | | | | | | | | | | |
| 1939..... | 207 | 86,436 | (4) | (4) | | | 2,325 | 2.7 | 275 | .3 | 83,836 | 97.0 | | |
| 1935..... | 348 | 65,744 | | | | | 981 | 1.5 | 219 | .3 | 64,544 | 98.2 | | |
| 1929..... | 343 | 115,491 | * 2,155 | * 1.9 | (4) | (4) | 11,122 | 9.6 | (7) | (7) | 102,184 | 88.5 | | |

- ¹ Export intermediaries included for comparative purposes.
- ² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
- ³ Includes farmers, household consumers, and employees at retail.
- ⁴ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.
- ⁵ Interplant transfers included to avoid disclosure.
- ⁶ Less than one-tenth of 1 percent.
- ⁷ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.
- ⁸ Sales to or through own retail stores combined with sales to retailers to avoid disclosure.
- ⁹ Revised for comparative purposes, see explanation, p. 2.
- ¹⁰ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.
- ¹¹ Not exactly comparable.
- ¹² Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.
- ¹³ Sales to or through own wholesale branches or offices, to or through own retail stores, and wholesalers and jobbers combined with sales to retailers to avoid disclosure.
- ¹⁴ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

| MACHINERY (EXCEPT ELECTRICAL) | Number of establishments reporting distributed sales and transfers | | ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹ | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | |
|---|--|-----|--|--|---|---------------------|---------------|---------------------|---|---------------------|-----------------------|---------------------|------------------------------|---------------------|---|----------------------------------|------------------------|--------|---------------------|----|
| | | | | Total ² | To or through manufacturer-owned and-operated outlets | | | | To other business concerns in the United States, for resale | | | | | | Export, direct to buyers in other countries | | To users and consumers | | | |
| | | | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | Industrial, etc., users ³ | Consumers at retail ⁴ | | | | |
| | | | | | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | | Number | Selling exclusively | Number | Selling exclusively | |
| Agricultural Machinery and Tractors | | | | | | | | | | | | | | | | | | | | |
| Agricultural machinery (except tractors)..... | 317 | 15 | | 317 | 85 | | (4) | | 190 | 40 | 46 | | 158 | 17 | 92 | 2 | 70 | 10 | 124 | 24 |
| Tractors..... | 30 | (4) | | 30 | 14 | 1 | | | 14 | | 6 | | 6 | | 22 | | 14 | | 9 | |
| Construction, Mining, and Related Machinery | | | | | | | | | | | | | | | | | | | | |
| Construction and similar machinery (except mining and oil-field machinery and tools)..... | 190 | 15 | 1 | 198 | 20 | 4 | | | 87 | 12 | 33 | | 23 | | 58 | | 103 | 58 | 13 | 2 |
| Mining machinery and equipment..... | 62 | (4) | | 62 | 3 | | | | 22 | | 4 | | 11 | 1 | 19 | | 59 | 21 | 6 | |
| Oil-field machinery and tools..... | 223 | 9 | | 223 | 54 | 7 | 18 | | 104 | 26 | 44 | | 12 | 2 | 32 | | 143 | 56 | 11 | 3 |
| Engines and Turbines | | | | | | | | | | | | | | | | | | | | |
| Internal-combustion engines..... | 74 | 8 | | 74 | 12 | | | | 41 | | 21 | | 20 | 1 | 41 | | 61 | 15 | 11 | |
| Steam engines, turbines, and water wheels..... | 18 | (4) | | 18 | (4) | (4) | | | 0 | 2 | 7 | | | | 8 | | 16 | 5 | | |
| General Industrial Machinery | | | | | | | | | | | | | | | | | | | | |
| Blowers, and exhaust and ventilating fans..... | 77 | 8 | | 77 | 8 | 3 | | | 41 | 8 | 3 | | 20 | 4 | 11 | | 49 | 15 | 20 | 3 |
| Cars and trucks (industrial and mining)..... | 55 | (4) | (4) | 55 | 8 | 1 | | | 16 | 2 | 5 | | | | 7 | | 51 | 31 | | |
| Elevators, escalators, and conveyors..... | 183 | 10 | 2 | 181 | 18 | 2 | | | 36 | 6 | 17 | | 16 | 2 | 17 | | 160 | 112 | 16 | 2 |
| Measuring and dispensing pumps..... | 38 | 6 | | 38 | 4 | | (4) | | 22 | 6 | 9 | | 8 | | 12 | | 21 | 7 | 5 | 3 |

See footnotes at end of table.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939—Continued

| MACHINERY (EXCEPT ELECTRICAL) | Number of establishments reporting distributed sales and transfers | | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | | |
|---|--|-----|--|------|---|---------------------|---------------|---------------------|---|---------------------|-----------------------|---------------------|------------------------------|---------------------|---|-------|--------------------------------------|---------------------|----------------------------------|---------------------|
| | | | ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹ | | To or through manufacturer - owned - and-operated outlets | | | | To other business concerns in the United States, for resale | | | | | | Export, direct to buyers in other countries | | To users and consumers | | | |
| | | | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | | | Industrial, etc., users ² | | Consumers at retail ⁴ | |
| | | | | | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | | | Number | Selling exclusively | Number | Selling exclusively |
| General Industrial Machinery—Continued | | | | | | | | | | | | | | | | | | | | |
| Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks | 68 | 8 | 68 | 12 | 1 | | | 27 | 2 | 13 | | 0 | | 22 | | 61 | 23 | | | |
| Meters | 48 | 8 | 48 | 12 | 1 | | | 19 | 1 | 6 | | 6 | | 19 | | 43 | 15 | | | |
| Other measuring instruments | 20 | | 20 | (8) | (8) | | | 8 | 1 | 7 | | 3 | | (9) | | 18 | 8 | | | |
| Mechanical power-transmission equipment | 218 | 14 | 218 | 22 | 2 | | | 88 | 13 | 20 | | 21 | 3 | 47 | | 197 | 88 | 12 | 2 | |
| Pumping equipment and air compressors | 337 | 17 | 336 | 34 | 8 | | | 106 | 43 | 68 | | 96 | 9 | 81 | 1 | 193 | 56 | 78 | 8 | |
| Stokers, mechanical (domestic and industrial) | 61 | 5 | 61 | 6 | 2 | (5) | | 26 | 7 | 5 | 1 | 23 | 2 | 11 | | 23 | 9 | 10 | 2 | |
| Industrial machinery not elsewhere classified | 575 | 16 | 574 | 28 | 7 | | | 197 | 35 | 54 | | 53 | 6 | 137 | | 471 | 241 | 61 | 10 | |
| Machine-shop products not elsewhere classified | 2,021 | 42 | 2,015 | 71 | 28 | 0 | 5 | 765 | 209 | 111 | 2 | 233 | 32 | 204 | 1 | 1,541 | 903 | 238 | 70 | |
| Household and Service-Industry Machines | | | | | | | | | | | | | | | | | | | | |
| Commercial laundry, dry-cleaning, and pressing machines | 82 | (9) | 82 | 7 | 4 | | | 10 | 45 | 13 | (10) | | | 12 | | 6 | 25 | 6 | 1 | |
| Laundry equipment (domestic) | 42 | (9) | 42 | 7 | | | | 30 | 4 | 8 | | 29 | 5 | 11 | | 6 | 10 | 6 | 1 | |
| Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units | 303 | 8 | 302 | 21 | 3 | 3 | 1 | 146 | 42 | 28 | | 74 | 18 | 44 | | 181 | 83 | 54 | 14 | |
| Sewing machines (domestic and industrial) | 39 | (9) | 39 | (11) | | | | 16 | 7 | 3 | | 7 | 2 | 12 | | 6 | 25 | 12 | | |
| Metalworking Machinery | | | | | | | | | | | | | | | | | | | | |
| Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools | 945 | 20 | 945 | 25 | 3 | | | 171 | 35 | 24 | | 35 | 7 | 73 | 1 | 870 | 713 | 8 | 1 | |
| Machine tools | 200 | (8) | 200 | 14 | | | | 90 | 10 | 37 | | 10 | | 114 | | 6 | 164 | 30 | 4 | |
| Metalworking machinery and equipment not elsewhere classified | 178 | 17 | 177 | 4 | 2 | | | 73 | 9 | 16 | | | | 75 | | 155 | 68 | | | |
| Office and Store Machines | | | | | | | | | | | | | | | | | | | | |
| Scales and balances | 56 | | 56 | 10 | 3 | (5) | (5) | 31 | 5 | 12 | | 11 | 1 | 15 | | 36 | 13 | | | |
| Vending, amusement, and other coin-operated machines | 51 | | 51 | (12) | (12) | | | 12 | 39 | 12 | 25 | | | (12) | (12) | 9 | 13 | 18 | (12) | (12) |
| Office and store machines not elsewhere classified | 123 | 10 | 123 | 27 | 7 | 11 | 4 | 46 | 9 | 9 | | 23 | 4 | 46 | | 71 | 24 | 6 | 1 | |
| Special Industry Machinery | | | | | | | | | | | | | | | | | | | | |
| Food-products machinery | 370 | 15 | 370 | 27 | 9 | (8) | (8) | 154 | 37 | 37 | | 48 | 5 | 92 | | 292 | 129 | 53 | 9 | |
| Paper-mill, pulp-mill, and paper-products machinery | 90 | 4 | 90 | | | | | 18 | 7 | 5 | | | | 29 | | 80 | 57 | | | |
| Printing-trades machinery and equipment | 231 | 8 | 229 | 22 | 4 | | | 80 | 13 | 20 | | 17 | 5 | 41 | | 198 | 119 | | | |
| Textile machinery | 267 | 9 | 267 | (8) | | | | 8 | 37 | 6 | | 7 | | 69 | | 283 | 196 | | | |
| Woodworking machinery | 130 | (9) | 130 | 6 | (9) | | | 49 | 7 | 13 | | 19 | 2 | 26 | | 6 | 105 | 54 | 6 | |
| Special industry machinery not elsewhere classified | 207 | 12 | 205 | 9 | 4 | | | 35 | 10 | 8 | | 7 | 2 | 55 | | 187 | 113 | | | |

¹ See definition for "Interplant transfers," p. 3.
² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."
³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
⁴ Includes farmers, household consumers, and employees at retail.
⁵ Establishments reporting sales to or through own retail stores combined with own wholesale branches or offices to avoid disclosure.
⁶ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.
⁷ Establishments reporting sales to or through own branches (wholesale and retail).
⁸ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.
⁹ Establishments reporting direct export sales combined with export intermediaries to avoid disclosure.
¹⁰ Establishments reporting sales to export intermediaries combined with wholesalers and jobbers to avoid disclosure.
¹¹ Establishments reporting sales to or through own wholesale branches or offices combined with own retail stores to avoid disclosure.
¹² Establishments reporting sales to or through own wholesale branches or offices and to retailers combined with wholesalers and jobbers to avoid disclosure.
¹³ Establishments reporting sales to consumers at retail combined with industrial, etc., users to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

| MACHINERY (EXCEPT ELECTRICAL) | Value of products ¹ | INVENTORY ¹ (FINISHED PRODUCTS) | | Purchased merchandise sold without processing (+) | Receipts for contract and repair work ¹ (-) | Value of products not distributed (-) | Interplant transfers (-) | Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G) | Total distributed sales reported | Total number of establishments ¹ | NUMBER OF ESTABLISHMENTS REPORTING | | | | |
|---|--------------------------------|--|----------------------|---|--|---------------------------------------|--------------------------|--|----------------------------------|---|------------------------------------|--------------------------|--------------------------------|-----------------------|-------|
| | | Beginning of year 1939 (+) | End of year 1939 (-) | | | | | | | | Exclusive contract work | No distribution of sales | Exclusive interplant transfers | Distribution of sales | |
| | A | B | C | D | E | F | G | | | | | | | | |
| Agricultural Machinery and Tractors | | | | | | | | | | | | | | | |
| Agricultural machinery (except tractors) | \$167,895 | \$50,725 | \$47,444 | \$3,349 | \$398 | | | \$168,922 | \$168,813 | 317 | | | | | 317 |
| Tractors | 263,951 | 44,101 | 43,160 | 2,562 | 216 | | | 267,328 | 250,079 | 30 | | | | | 30 |
| Construction, Mining, and Related Machinery | | | | | | | | | | | | | | | |
| Construction and similar machinery (except mining and oil-field machinery and tools) | 140,138 | 16,112 | 16,592 | 6,567 | 6,023 | | 2,715 | 137,487 | 136,317 | 100 | | | 1 | | 108 |
| Mining machinery and equipment | 33,559 | 6,447 | 5,671 | 2,714 | 1,146 | \$913 | (3) | 34,990 | 34,745 | 65 | | 3 | | | 62 |
| Oil-field machinery and tools | 88,977 | 17,356 | 17,287 | 2,413 | 6,196 | | 783 | 84,480 | 86,151 | 223 | | | | | 223 |
| Engines and Turbines | | | | | | | | | | | | | | | |
| Internal-combustion engines | 110,358 | 16,712 | 16,287 | 5,108 | 5,801 | | | 107,231 | 106,599 | 74 | | | | | 74 |
| Steam engines, turbines, and water wheels | 24,751 | 833 | 800 | 1,105 | 784 | | | 25,045 | 24,853 | 18 | | | | | 18 |
| General Industrial Machinery | | | | | | | | | | | | | | | |
| Blowers, and exhaust and ventilating fans | 28,606 | 1,368 | 1,256 | 3,385 | 230 | | 1,030 | 30,228 | 30,626 | 77 | | | | | 77 |
| Cars and trucks (industrial and mining) | 17,320 | 1,848 | 1,700 | 702 | 476 | | (3) | 17,080 | 17,710 | 55 | | | (3) | | 55 |
| Elevators, escalators, and conveyors | 64,128 | 4,733 | 4,756 | 4,819 | 4,151 | | 1,715 | 63,058 | 61,831 | 183 | | | | 2 | 181 |
| Measuring and dispensing pumps | 44,286 | 4,131 | 3,994 | 2,536 | 804 | | 418 | 45,737 | 45,455 | 38 | | | | | 38 |
| Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks | 39,684 | 4,703 | 4,655 | 670 | 976 | | | 37,266 | 36,340 | 68 | | | | | 68 |
| Meters | 35,302 | 4,341 | 4,035 | 655 | 921 | | | 33,123 | 32,315 | 48 | | | | | 48 |
| Other measuring instruments | 4,382 | 362 | 570 | 24 | 55 | | | 4,143 | 4,034 | 20 | | | | | 20 |
| Mechanical power-transmission equipment | 170,201 | 17,768 | 17,629 | 4,360 | 1,114 | | 1,728 | 171,038 | 170,335 | 218 | | | | | 218 |
| Pumping equipment and air compressors | 134,041 | 23,882 | 22,783 | 7,345 | 7,481 | | 3,003 | 132,001 | 133,420 | 337 | | | 1 | | 336 |
| Stokers, mechanical (domestic and industrial) | 24,545 | 2,832 | 2,009 | 1,341 | 720 | | 755 | 24,334 | 25,203 | 61 | | | | | 61 |
| Industrial machinery not elsewhere classified | 140,028 | 13,188 | 13,051 | 7,307 | 5,592 | 556 | 3,101 | 138,823 | 140,117 | 570 | | 4 | 1 | | 574 |
| Machine-shop products not elsewhere classified | 360,334 | 34,410 | 34,800 | 17,453 | 24,472 | 3,034 | 18,864 | 330,136 | 338,102 | 2,125 | 83 | 21 | 6 | | 2,015 |
| Machine-shop repairs | 38,166 | 798 | 899 | | 38,065 | | | | 1,450 | 1,450 | | | | | |
| Household and Service-Industry Machines | | | | | | | | | | | | | | | |
| Commercial laundry, dry-cleaning, and pressing machines | 21,830 | 2,385 | 2,017 | 663 | 146 | | (3) | 22,724 | 23,031 | 82 | | | | | 82 |
| Laundry equipment (domestic) | 61,001 | 3,616 | 3,703 | 3,365 | 145 | | (3) | 64,734 | 64,408 | 42 | | | | | 42 |
| Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units | 278,646 | 35,507 | 34,608 | 13,404 | 1,915 | 1,468 | 5,154 | 284,502 | 283,711 | 309 | | 6 | 1 | | 302 |
| Sewing machines (domestic and industrial) | 20,707 | 10,140 | 9,328 | 1,363 | 178 | | (3) | 31,710 | 31,044 | 39 | | | | | 39 |
| Metalworking Machinery | | | | | | | | | | | | | | | |
| Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools | 125,630 | 12,138 | 10,520 | 2,091 | 1,783 | 303 | 1,433 | 125,820 | 126,180 | 954 | 3 | 6 | | | 945 |
| Machine tools | 218,045 | 24,822 | 24,780 | 2,294 | 4,532 | | (3) | 215,849 | 215,205 | 200 | | | | | 200 |
| Metalworking machinery and equipment not elsewhere classified | 98,975 | 12,626 | 12,806 | 2,140 | 1,102 | | 13,067 | 86,766 | 81,061 | 178 | | | 1 | | 177 |
| Office and Store Machines | | | | | | | | | | | | | | | |
| Scales and balances | 14,350 | 1,016 | 1,125 | 143 | 244 | | | 14,140 | 14,107 | 56 | | | | | 56 |
| Vending, amusement, and other coin-operated machines | 23,143 | 1,042 | 1,052 | 135 | 131 | | | 23,137 | 23,134 | 51 | | | | | 51 |
| Office and store machines not elsewhere classified | 150,170 | 21,108 | 21,542 | 4,282 | 1,043 | | 2,256 | 150,800 | 142,891 | 123 | | | | | 123 |
| Special Industry Machinery | | | | | | | | | | | | | | | |
| Food-products machinery | 90,841 | 11,747 | 11,284 | 4,832 | 1,591 | | 1,257 | 93,288 | 91,720 | 379 | | | 3 | | 376 |
| Paper-mill, pulp-mill, and paper-products machinery | 32,420 | 2,358 | 2,336 | 1,372 | 592 | | 243 | 32,970 | 32,719 | 99 | | | | | 99 |
| Printing-trades machinery and equipment | 55,582 | 12,830 | 11,935 | 3,829 | 2,828 | | 895 | 56,583 | 57,641 | 231 | | | 2 | | 229 |
| Textile machinery | 93,276 | 12,039 | 11,235 | 2,842 | 3,471 | 198 | 934 | 92,319 | 92,576 | 300 | | 3 | | | 297 |
| Woodworking machinery | 21,604 | 2,497 | 2,842 | 2,889 | 648 | | (3) | 23,500 | 23,594 | 130 | | | (3) | | 130 |
| Special industry machinery not elsewhere classified | 55,785 | 11,442 | 11,500 | 4,064 | 1,805 | | 3,815 | 54,171 | 53,665 | 207 | | | | 2 | 205 |

¹ From Census of Manufactures.

² See explanation under "Correlation with Census of Manufactures," p. 2.

³ Omitted to avoid disclosure.

⁴ Interplant transfers included to avoid disclosure.

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

| MACHINERY (EXCEPT ELECTRICAL) | DISTRIBUTED SALES | | | | | | | | | |
|--|-------------------|---|-------------------|--------------------------|-------|---|-------------------|--------------------------|-----|-----|
| | 1939 | | | | | 1935 | | | | |
| | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | | |
| | | Amount | Per-cent of total | Number of establishments | | Amount | Per-cent of total | Number of establishments | | |
| | | | Total reporting | Selling exclu-sively | | | Total reporting | Selling exclu-sively | | |
| Agricultural Machinery and Tractors | | | | | | | | | | |
| Agricultural machinery (except tractors)..... | \$150,049 | \$3,508 | 2.4 | 43 | 4 | \$281,115 | \$3,605 | 1.3 | 32 | 4 |
| Tractors..... | 208,048 | 8,390 | 4.0 | 9 | | | | | | |
| Construction, Mining, and Related Machinery | | | | | | | | | | |
| Construction and similar machinery (except mining and oil-field machinery and tools)..... | 124,134 | 34,835 | 28.1 | 68 | 6 | 66,712 | 11,218 | 16.8 | 41 | 4 |
| Mining machinery and equipment..... | 31,763 | 1,060 | 6.2 | 13 | | (1) | (1) | (1) | (1) | (1) |
| Oil-field machinery and tools..... | 78,226 | 3,359 | 4.3 | 27 | 5 | (1) | (1) | (1) | (1) | (1) |
| Engines and Turbines | | | | | | | | | | |
| Internal-combustion engines..... | 100,027 | 7,159 | 7.1 | 27 | 1 | (1) | (1) | (1) | (1) | (1) |
| Steam engines, turbines, and water wheels..... | 24,031 | 1,074 | 8.9 | 8 | 1 | (1) | (1) | (1) | (1) | (1) |
| General Industrial Machinery | | | | | | | | | | |
| Blowers, and exhaust and ventilating fans..... | 30,453 | 4,333 | 14.2 | 23 | | (1) | (1) | (1) | (1) | (1) |
| Cars and trucks (industrial and mining)..... | 17,326 | 5,749 | 33.2 | 14 | | (1) | (1) | (1) | (1) | (1) |
| Elevators, escalators, and conveyors..... | 50,984 | 3,040 | 5.1 | 23 | | (1) | (1) | (1) | (1) | (1) |
| Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks..... | 35,185 | 2,334 | 6.6 | 21 | | (1) | (1) | (1) | (1) | (1) |
| Measuring and dispensing pumps..... | 43,008 | 753 | 1.7 | 8 | 2 | 85,532 | 15,890 | 18.6 | 94 | 11 |
| Pumping equipment and air compressors..... | 126,374 | 16,431 | 13.0 | 70 | 9 | | | | | |
| Mechanical power-transmission equipment..... | 106,818 | 5,894 | 3.5 | 34 | | 300,213 | 35,260 | 0.8 | 254 | 32 |
| Machine-shop products, not elsewhere classified..... | 329,236 | 20,645 | 6.3 | 288 | 20 | | | | | |
| Stokers, mechanical (domestic and industrial)..... | 24,575 | 779 | 3.2 | 8 | | (1) | (1) | (1) | (1) | (1) |
| Industrial machinery not elsewhere classified..... | 133,599 | 10,741 | 8.0 | 109 | 6 | (1) | (1) | (1) | (1) | (1) |
| Household and Service-Industry Machines | | | | | | | | | | |
| Commercial laundry, dry-cleaning, and pressing machines..... | 23,680 | 1,419 | 6.0 | 17 | 3 | (1) | (1) | (1) | (1) | (1) |
| Laundry equipment, domestic..... | 63,823 | 138 | .2 | 4 | | 54,806 | 281 | .5 | 4 | |
| Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units..... | 276,062 | 7,128 | 2.6 | 40 | 7 | 226,834 | 3,623 | 1.6 | 37 | 3 |
| Sewing machines (domestic and industrial)..... | 24,124 | 1,288 | 5.3 | 5 | 1 | 18,763 | 903 | 5.1 | 7 | 2 |
| Metalworking Machinery | | | | | | | | | | |
| Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools..... | 121,308 | 14,821 | 12.2 | 93 | 22 | 84,596 | 7,021 | 8.3 | 67 | 12 |
| Machine tools..... | 145,062 | 66,192 | 45.4 | 111 | 18 | 107,426 | 31,209 | 29.1 | 106 | 21 |
| Metalworking machinery and equipment not elsewhere classified..... | 71,251 | 10,000 | 14.0 | 71 | 1 | | | | | |
| Office and Store Machines | | | | | | | | | | |
| Scales and balances..... | 13,670 | 3,046 | 22.3 | 15 | 1 | 8,452 | 1,964 | 23.2 | 11 | 3 |
| Vending, amusement, and other coin-operated machines..... | 23,062 | 1,318 | 5.7 | 5 | 2 | (1) | (1) | (1) | (1) | (1) |
| Office and store machines not elsewhere classified..... | 120,416 | 12,322 | 10.2 | 21 | | 107,637 | 2,376 | 2.2 | 23 | 4 |
| Special Industry Machinery | | | | | | | | | | |
| Food-products machinery..... | 87,532 | 6,808 | 7.8 | 74 | 6 | (1) | (1) | (1) | (1) | (1) |
| Paper-mill, pulp-mill, and paper-products machinery..... | 31,795 | 1,624 | 5.1 | 10 | 1 | (1) | (1) | (1) | (1) | (1) |
| Printing trades machinery and equipment..... | 54,839 | 3,689 | 6.7 | 25 | | 46,555 | 8,882 | 19.1 | 47 | 4 |
| Textile machinery..... | 86,436 | 3,874 | 4.5 | 43 | 3 | 65,744 | 4,500 | 6.8 | 47 | 2 |
| Woodworking machinery..... | 22,064 | 3,086 | 13.4 | 27 | | (1) | (1) | (1) | (1) | (1) |
| Special industry machinery not elsewhere classified..... | 51,475 | 1,305 | 2.5 | 14 | | (1) | (1) | (1) | (1) | (1) |

¹ Not shown separately.

² Revised for comparative purposes, see explanation, p. 2.

³ Not exactly comparable.

Group 18. AUTOMOBILES AND AUTOMOBILE EQUIPMENT

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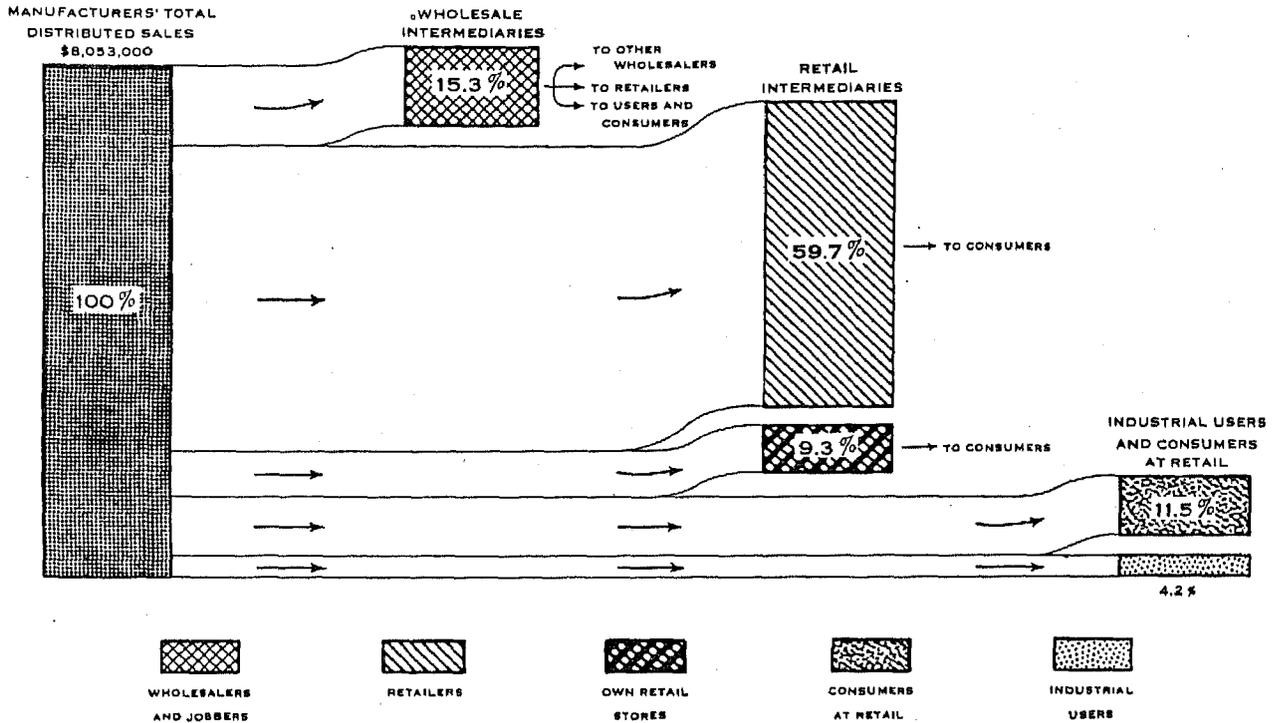
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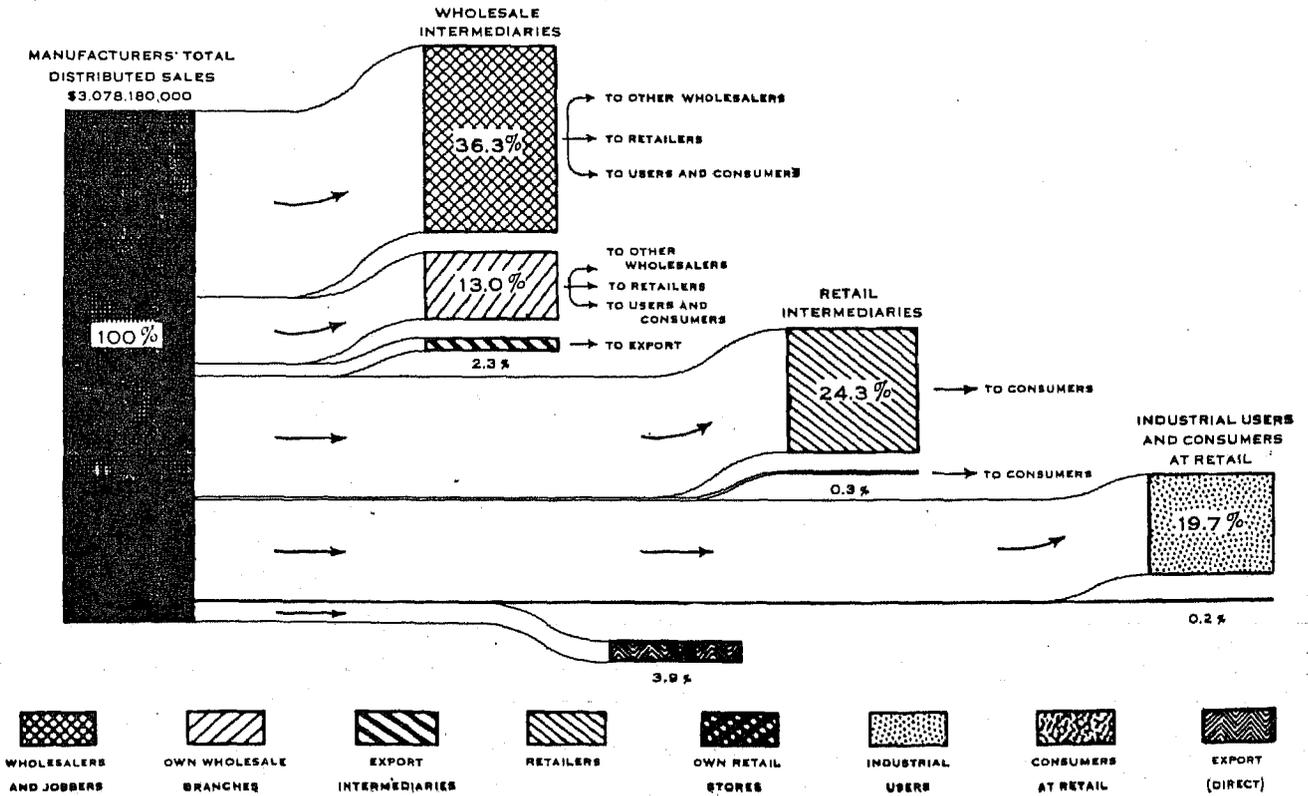
AUTOMOBILE TRAILERS (FOR ATTACHMENT TO PASSENGER CARS)

CHART I. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



MOTOR VEHICLES, MOTOR-VEHICLE BODIES, PARTS AND ACCESSORIES

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



AUTOMOBILES AND AUTOMOBILE EQUIPMENT

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in the manufacture of motor vehicles, motor-vehicle bodies, parts and accessories; and automobile trailers for attachment to passenger cars.

Motor vehicles, motor-vehicle bodies, parts and accessories.—Includes establishments primarily engaged in the manufacture or assembly of complete motor vehicles, motor-vehicle chassis, bodies, and such parts and accessories as gears, wheels, radiators,

bumpers, shock absorbers, frames, horns, windshield wipers, etc., and trailers for motor trucks and truck tractors. This industry does not include establishments manufacturing tires and tubes, springs, ignition apparatus, batteries, starting and lighting equipment, headlights, sheet-metal stampings, hardware, etc. The manufacture of motorcycles is included in the "Motorcycles, bicycles, and parts" industry.

Trailers, automobile (for attachment to passenger cars).—Includes establishments primarily engaged in the manufacture or assembly of trailers for passenger cars.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939
[Values expressed in thousands of dollars]

| AUTOMOBILES AND AUTOMOBILE EQUIPMENT | DISTRIBUTED SALES | | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | |
|---|------------------------------------|-------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|---------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | To users and consumers | | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | Export, direct to buyers in other countries | Industrial, etc., users ¹ | Consumers at retail ² |
| Motor vehicles, motor-vehicle bodies, parts and accessories | 1,020 | \$3,078,180 | \$309,323 | \$10,792 | \$1,116,503 | \$69,706 | \$748,592 | \$119,447 | \$607,339 | \$6,478 | 100.0 | 13.0 | 0.3 | 36.3 | 2.3 | 24.3 | 3.0 | 19.7 | 0.2 |
| Trailers, automobile (for attachment to passenger cars) | 79 | 8,053 | ----- | 746 | 1,235 | ----- | 4,805 | ----- | 338 | 929 | 100.0 | ----- | 9.3 | 15.3 | ----- | 50.7 | ----- | 4.2 | 11.5 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939
[Values expressed in thousands of dollars]

| AUTOMOBILES AND AUTOMOBILE EQUIPMENT | DISTRIBUTED SALES | | | | | | | | | | | | INTERPLANT TRANSFERS | | | TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS | |
|---|------------------------------------|-------------------------|---|------------------|---|------------------|---|------------------|---|------------------|-------------------------------------|------------------|--------------------------|-------------------|-------------|--|-------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | | To industrial, etc., users ¹ | | To consumers at retail ² | | Number of establishments | | | Number of establishments reporting | Amount |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Total reporting | Using exclusively | Amount | | |
| | | | | | | | | | | | | | | | | | |
| Motor vehicles, motor-vehicle bodies, parts and accessories | 1,020 | \$3,078,180 | \$410,115 | 13.3 | \$1,934,801 | 62.9 | \$119,447 | 3.9 | \$607,339 | 19.7 | \$6,478 | 0.2 | 136 | 10 | \$1,104,158 | 1,030 | \$4,182,338 |
| Trailers, automobile (for attachment to passenger cars) | 79 | 8,053 | 746 | 9.3 | 6,040 | 75.0 | ----- | ----- | 338 | 4.2 | 929 | 11.5 | ----- | ----- | ----- | 79 | 8,053 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| AUTOMOBILES AND AUTOMOBILE EQUIPMENT | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|--|---|-------------|---|------------------|---------------|------------------|---|------------------|------------------------------|------------------|--------------------------------------|------------------|----------------------------------|------------------|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | Number of establishments reporting | Amount | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| Motor vehicles, motor-vehicle bodies, parts and accessories; and automobile trailers (for attachment to passenger cars): | | | | | | | | | | | | | | |
| 1939..... | 1,095 | \$2,966,780 | \$309,323 | 13.5 | \$11,538 | 0.4 | \$1,187,444 | 40.0 | \$753,397 | 25.4 | \$607,677 | 20.5 | \$7,407 | 0.2 |
| Motor vehicles, motor-vehicle bodies, parts and accessories..... | 1,016 | 2,958,733 | 309,323 | 13.5 | 10,792 | .4 | 1,180,209 | 40.1 | 748,592 | 25.3 | 607,339 | 20.5 | 6,478 | .2 |
| Trailers, automobile (for attachment to passenger cars)..... | 79 | 8,053 | ..... | ..... | 746 | 9.3 | 1,235 | 15.3 | 4,805 | 50.7 | 338 | 4.2 | 929 | 11.5 |
| 1935 ⁴ | 900 | 3,082,520 | 308,497 | 10.0 | 1,280 | (⁵) | 1,016,463 | 52.5 | 514,395 | 16.7 | 622,581 | 20.2 | 19,307 | .6 |

¹ Export intermediaries included for comparative purposes.
² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
³ Includes farmers, household consumers, and employees at retail.
⁴ Revised for comparative purposes, see explanation, p. 2.
⁵ Less than one-tenth of 1 percent.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

| AUTOMOBILES AND AUTOMOBILE EQUIPMENT | Number of establishments reporting distributed sales and transfers | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | | | |
|--|--|--|-------------------|---|-------------------------------|---------------------|---------------|---|-------------------------|---------------------|-----------------------|---|------------------------------|------------------------|--------|---------------------|--------------------------------------|---------------------|----------------------------------|---------------------|
| | | ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹ | | To or through manufacturer-owned-and-operated outlets | | | | To other business concerns in the United States, for resale | | | | Export, direct to buyers in other countries | | To users and consumers | | | | | | |
| | | Number | Using exclusively | Total ² | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | Number | Selling exclusively | Industrial, etc., users ³ | | Consumers at retail ⁴ | |
| | | | | | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | | | Number | Selling exclusively | Number | Selling exclusively |
| Motor vehicles, motor-vehicle bodies, parts and accessories..... | 1,030 | 136 | 10 | 1,020 | 63 | 12 | 12 | 398 | 81 | 124 | 195 | 28 | 180 | 4 | 720 | 358 | 102 | 38 | | |
| Trailers, automobile (for attachment to passenger cars)..... | 79 | ..... | ..... | 79 | ..... | 14 | 8 | 17 | 5 | ..... | 20 | 9 | ..... | 11 | 4 | 31 | 10 | | | |

¹ See definition for "Interplant transfers," p. 3.
² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."
³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
⁴ Includes farmers, household consumers, and employees at retail.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

| AUTOMOBILES AND AUTOMOBILE EQUIPMENT | Value of products ¹ | INVENTORY ¹ (FINISHED PRODUCTS) | | Purchased merchandise sold without processing (+) | Receipts for contract and repair work ¹ (-) | Value of products not distributed (-) | Interplant transfers (-) | Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G) | Total distributed sales reported | Total number of establishments ¹ | NUMBER OF ESTABLISHMENTS REPORTING | | | |
|--|--------------------------------|--|----------------------|---|--|---------------------------------------|--------------------------|--|----------------------------------|---|------------------------------------|--------------------------|--------------------------------|-----------------------|
| | | Beginning of year 1939 (+) | End of year 1939 (-) | | | | | | | | Exclusive contract work | No distribution of sales | Exclusive interplant transfers | Distribution of sales |
| | | | | | | | | | | | | | | |
| Motor vehicles, motor-vehicle bodies, parts and accessories..... | \$4,039,931 | \$86,357 | \$100,947 | \$141,591 | \$32,256 | \$12,717 | \$1,104,158 | \$3,017,801 | \$3,078,180 | 1,054 | 5 | 19 | 10 | 1,020 |
| Trailers, automobile (for attachment to passenger cars)..... | 7,942 | 272 | 302 | 164 | 85 | ..... | ..... | 7,991 | 8,053 | 70 | ..... | ..... | ..... | 79 |

¹ From Census of Manufactures.

² See explanation under "Correlation with Census of Manufactures," p. 2.

CENSUS OF BUSINESS

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

| AUTOMOBILES AND AUTOMOBILE EQUIPMENT | DISTRIBUTED SALES | | | | | | | | |
|--|----------------------|---|-------------------|---------------------------|-----------------|---|-------------------|---------------------------|----|
| | 1939 | | | | | 1935 | | | |
| | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | |
| | | Amount | Per-cent of total | Number of estab-lishments | | Amount | Per-cent of total | Number of estab-lishments | |
| Total re-ported | Selling exclu-sively | | | | Total re-ported | | | Selling exclu-sively | |
| Motor vehicles, motor-vehicle bodies, parts and accessories | \$2,058,733 | \$24,521 | 0.8 | 87 | } \$3,082,520 | \$10,484 | 0.6 | 81 | 15 |
| Trailers, automobile (for attachment to passenger cars)----- | 8,053 | 979 | 12.2 | 5 |  |  |  |  |  | 2 |

¹ Revised for comparative purposes, see explanation, p. 2.

Group 19. TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES

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TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in manufacturing aircraft and parts; motorcycles, bicycles, and parts; and transportation equipment not elsewhere classified (such as carriages, wagons, sleighs, sleds, wheelbarrows, etc., and parts).

No statistics were collected in 1939 on distribution of sales for the following industries in this group. For convenience in evaluating the amount of work done in these industries, they have been included in table 5 to show value of products.

- Boatbuilding and boat repairing.
- Cars and car equipment—railroad, street, and rapid-transit.
- Locomotives (including frames) and parts (railroad, mining, and industrial).
- Shipbuilding and ship repairing.

AIRCRAFT AND PARTS

Aircraft and parts, including aircraft engines.—Includes establishments primarily engaged in the manufacture of complete aircraft, both heavier-than-air and lighter-than-air, including gliders, balloons, and parachutes. Also included are parts especially designed for aircraft, such as aircraft engines, propellers, propeller blades, and pontoons. Establishments primarily engaged in the manufacture of aeronautical instruments or establishments primarily engaged in the manu-

facture of aeronautical electrical equipment are not included. No data for establishments operated by the Federal Government are included.

This industry is omitted from table 3 as comparisons are not available.

MOTORCYCLES, BICYCLES, AND PARTS

Motorcycles, bicycles, and parts.—Includes establishments primarily engaged in the manufacture of complete motorcycles, side cars, motor scooters, bicycles, and motorcycle and bicycle parts, such as saddles, seat posts, frames, handlebars, etc. Establishments primarily engaged in the manufacture of engines, tires, lamps, and electrical supplies are classified in other industries.

TRANSPORTATION EQUIPMENT NOT ELSEWHERE CLASSIFIED

Transportation equipment not elsewhere classified.—Includes establishments primarily engaged in the manufacture of transportation equipment not elsewhere classified, such as horse-drawn vehicles (carriages, wagons, sleighs, and sleds) and parts, wheelbarrows, etc. The manufacture of children's vehicles is covered by the "Children's vehicles" industry.

This industry is omitted from table 3 as comparisons are not available.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES | DISTRIBUTED SALES | | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | | |
|--|------------------------------------|-------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|---------------------------|---|---------------|-------------------------|---|------------------------------|---|--------------------------------------|----------------------------------|--|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned-and-operated outlets | | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | To users and consumers | | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | |
| Aircraft and Parts | | | | | | | | | | | | | | | | | | | | |
| Aircraft and parts, including aircraft engines..... | 117 | \$264, 081 | (4) | ----- | \$ 8, 471 | \$14, 249 | \$305 | \$110, 588 | \$131, 052 | \$316 | 100.0 | (4) | ----- | 3.2 | 5.4 | 0.1 | 41.7 | 40.5 | 0.1 | |
| Motorcycles, Bicycles, and Parts | | | | | | | | | | | | | | | | | | | | |
| Motorcycles, bicycles, and parts..... | 36 | 42, 008 | (4) | ----- | \$ 13, 322 | 455 | 20, 404 | 1, 200 | 4 7, 543 | 44 | 100.0 | (3) | ----- | 31.0 | 1.0 | 47.6 | 2.8 | 17.6 | .1 | |
| Transportation Equipment Not Elsewhere Classified | | | | | | | | | | | | | | | | | | | | |
| Transportation equipment not elsewhere classified..... | 41 | 6, 428 | \$1, 476 | ----- | 2, 331 | 147 | 1, 680 | 119 | 481 | 185 | 100.0 | 22.9 | ----- | 36.3 | 2.3 | 26.3 | 1.8 | 7.5 | 2.9 | |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

³ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.

⁴ Interplant transfers included to avoid disclosure.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES | DISTRIBUTED SALES | | | | | | | | | | | | INTERPLANT TRANSFERS | | TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS | | |
|--|------------------------------------|-------------------------|---|------------------|---|------------------|---|------------------|---|------------------|-------------------------------------|------------------|----------------------|-------------------|--|------------------------------------|--------------------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | | To industrial, etc., users ¹ | | To consumers at retail ² | | | | | | Number of establishments |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Total reporting | Using exclusively | Amount | Number of establishments reporting | Amount |
| | | | | | | | | | | | | | | | | | |
| Aircraft and Parts | | | | | | | | | | | | | | | | | |
| Aircraft and parts, including aircraft engines..... | 117 | \$204,981 | (3) | (3) | \$23,025 | 8.7 | \$110,588 | 41.7 | \$131,052 | 40.5 | \$310 | 0.1 | 16 | ----- | \$4,501 | 117 | \$209,482 |
| Motoreycles, Bicycles, and Parts | | | | | | | | | | | | | | | | | |
| Motoreycles, bicycles, and parts..... | 36 | 42,068 | (3) | (3) | \$34,181 | 70.5 | 1,200 | 2.8 | \$7,543 | 17.6 | 44 | .1 | (5) | ----- | (1) | 36 | 42,068 |
| Transportation Equipment Not Elsewhere Classified | | | | | | | | | | | | | | | | | |
| Transportation equipment not elsewhere classified..... | 41 | 6,428 | \$1,470 | 22.9 | 4,167 | 64.0 | 110 | 1.8 | 481 | 7.5 | 185 | 2.9 | ----- | ----- | ----- | 41 | 6,428 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
² Includes farmers, household consumers, and employees at retail.
³ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.
⁴ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
⁵ Omitted to avoid disclosure.

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | | |
|--|---|----------|---|------------------|---------------|------------------|---|------------------|------------------------------|------------------|--------------------------------------|------------------|----------------------------------|------------------|-----|
| | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | | |
| | Number of establishments reporting | Amount | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | |
| Motoreycles, Bicycles, and Parts | | | | | | | | | | | | | | | |
| Motoreycles, bicycles, and parts: | | | | | | | | | | | | | | | |
| 1939..... | 36 | \$41,768 | (4) | (4) | ----- | ----- | ----- | \$13,777 | 33.0 | \$20,404 | 48.8 | \$7,543 | 18.1 | \$44 | 0.1 |
| 1935..... | 22 | 22,510 | ----- | ----- | ----- | ----- | ----- | 7,523 | 33.4 | 10,203 | 45.3 | 4,784 | 21.3 | (6) | (6) |
| 1929..... | 21 | 23,011 | ----- | ----- | ----- | ----- | ----- | 8,825 | 37.4 | 11,535 | 48.8 | 73,251 | 13.8 | (7) | (7) |

¹ Export intermediaries included for comparative purposes.
² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
³ Includes farmers, household consumers, and employees at retail.
⁴ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.
⁵ Interplant transfers included to avoid disclosure.
⁶ Sales to consumers at retail combined with sales to retailers to avoid disclosure.
⁷ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

CENSUS OF BUSINESS

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

| TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES | Number of establishments reporting distributed sales and transfers | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | | | |
|--|--|--|-------------------|--------------------|--|---------------------|---------------|---------------------|---|---------------------|-----------------------|---------------------|---|---------------------|--------------------------------------|---------------------|----------------------------------|---------------------|----|---|
| | | ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹ | | Total ² | To or through manufacturer-owned and -operated outlets | | | | To other business concerns in the United States, for resale | | | | Export, direct to buyers in other countries | | To users and consumers | | | | | |
| | | Number | Using exclusively | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | Industrial, etc., users ³ | | Consumers at retail ⁴ | | | |
| | | | | | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | | |
| Aircraft and Parts | | | | | | | | | | | | | | | | | | | | |
| Aircraft and parts, including aircraft engines..... | 117 | 16 | | 117 | (⁵) | (⁵) | | | ⁵ 24 | ⁶ 6 | 16 | | 5 | | 38 | | 85 | 45 | 10 | 4 |
| Motorcycles, Bicycles, and Parts | | | | | | | | | | | | | | | | | | | | |
| Motorcycles, bicycles, and parts..... | 30 | (⁵) | | 36 | (⁵) | | | | ⁵ 24 | 5 | 7 | | 21 | 4 | 12 | | ⁶ 21 | 4 | 5 | |
| Transportation Equipment Not Elsewhere Classified | | | | | | | | | | | | | | | | | | | | |
| Transportation equipment not elsewhere classified..... | 41 | | | 41 | 4 | | | | 20 | 4 | 5 | | 22 | 0 | 8 | | 14 | 3 | 10 | 2 |

¹ See definition for "Interplant transfers," p. 3.² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).⁴ Includes farmers, household consumers, and employees at retail.⁵ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.⁶ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

| TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES | Value of products ¹ | INVENTORY ¹ (FINISHED PRODUCTS) | | Purchased merchandise sold without processing (+) | Receipts for contract and repair work (-) | Value of products not distributed (-) | Interplant transfers (-) | Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G) | Total distributed sales reported | Total number of establishments ¹ | NUMBER OF ESTABLISHMENTS REPORTING | | | | | | | | | |
|--|--------------------------------|--|----------------------|---|---|---------------------------------------|--------------------------|--|----------------------------------|---|------------------------------------|--------------------------|--------------------------------|-----------------------|---|---|---|---|---|-----|
| | | Beginning of year 1939 (+) | End of year 1939 (-) | | | | | | | | Exclusive contract work | No distribution of sales | Exclusive interplant transfers | Distribution of sales | | | | | | |
| | | | | | | | | | | | | | | | A | B | C | D | E | F | G |
| Aircraft and Parts | | | | | | | | | | | | | | | | | | | | |
| Aircraft and parts, including aircraft engines..... | \$270,407 | \$1,923 | \$2,231 | \$17,780 | \$3,514 | | \$4,501 | \$288,954 | \$264,981 | 125 | 8 | | | | | | | | | 117 |
| Motorcycles, Bicycles, and Parts | | | | | | | | | | | | | | | | | | | | |
| Motorcycles, bicycles, and parts..... | 43,052 | 1,136 | 1,352 | 661 | 122 | | (³) | 43,375 | 42,968 | 36 | | | | | | | | | | 36 |
| Railroad Equipment | | | | | | | | | | | | | | | | | | | | |
| Cars and car equipment—railroad, street, and rapid-transit..... | 168,382 | | | | | \$108,382 | | | | 143 | | 143 | | | | | | | | |
| Locomotives (including frames) and parts (railroad, mining, and industrial)..... | 47,426 | | | | | 47,426 | | | | 15 | | 15 | | | | | | | | |
| Ship and Boat Building and Repairing | | | | | | | | | | | | | | | | | | | | |
| Boatbuilding and boat repairing..... | 10,885 | | | | | 10,885 | | | | 202 | | 202 | | | | | | | | |
| Shipbuilding and ship repairing..... | 327,387 | | | | | 327,387 | | | | 406 | | 406 | | | | | | | | |
| Transportation Equipment Not Elsewhere Classified | | | | | | | | | | | | | | | | | | | | |
| Transportation equipment not elsewhere classified..... | 6,269 | 689 | 566 | 176 | 162 | | | 6,405 | 6,428 | 41 | | | | | | | | | | 41 |

¹ From Census of Manufactures.² See explanation under "Correlation with Census of Manufactures," p. 2.³ Omitted to avoid disclosure.⁴ Interplant transfers included to avoid disclosure.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

| TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES | DISTRIBUTED SALES | | | | | | | | |
|--|---------------------|---|------------------|--------------------------|---------------------|---|------------------|--------------------------|-----|
| | 1939 | | | | | 1935 | | | |
| | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | Total | Through agents, brokers, and commission houses (excluding manufacturers' own sales force) | | | |
| | | Amount | Percent of total | Number of establishments | | Amount | Percent of total | Number of establishments | |
| Total reporting | Selling exclusively | | | Total reporting | Selling exclusively | | | | |
| Aircraft and Parts | | | | | | | | | |
| Aircraft and parts, including aircraft engines..... | \$154,308 | \$13,109 | 8.5 | 17 | 3 | (1) | (1) | (1) | (1) |
| Motorcycles, Bicycles, and Parts | | | | | | | | | |
| Motorcycles, bicycles, and parts..... | 41,708 | 1,733 | 4.1 | 10 | ----- | \$22,510 | \$108 | 0.5 | 4 |
| Transportation Equipment Not Elsewhere Classified | | | | | | | | | |
| Transportation equipment not elsewhere classified..... | 0,309 | 680 | 10.8 | 7 | ----- | (1) | (1) | (1) | (1) |

¹ No comparative information.

Group 20. MISCELLANEOUS INDUSTRIES

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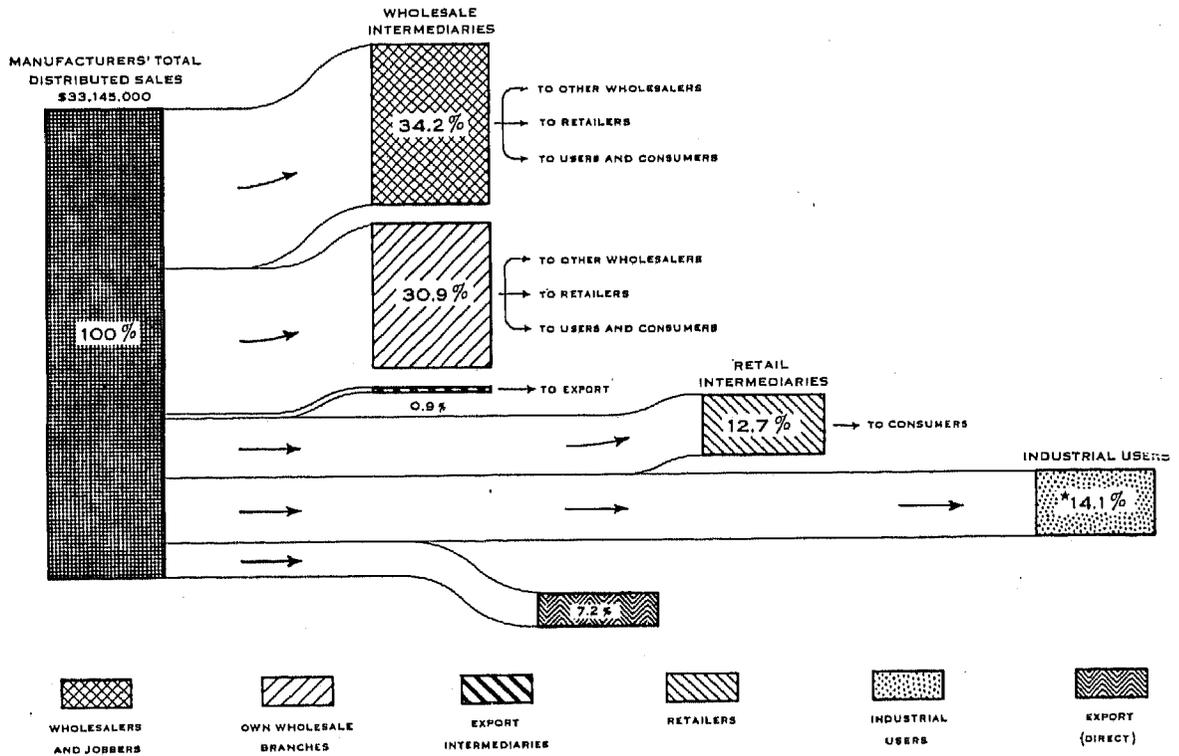
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DENTAL EQUIPMENT AND SUPPLIES

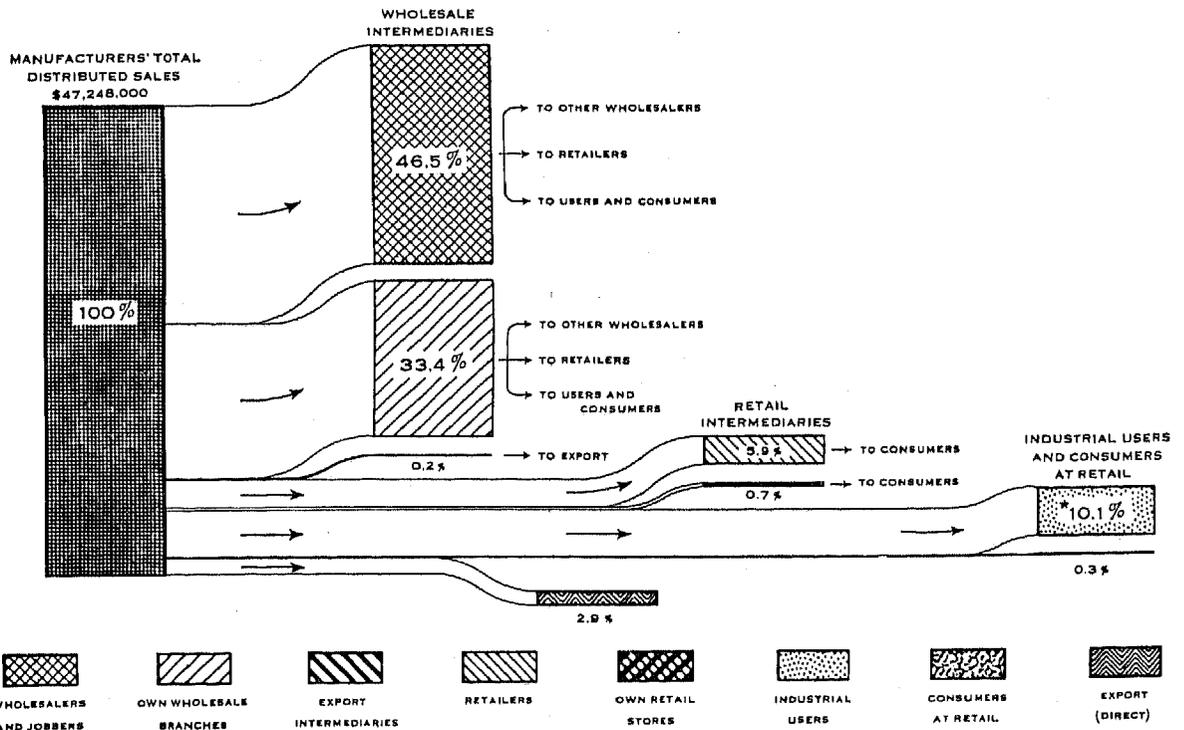
CHART 1. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



* Includes interplant transfers

OPHTHALMIC GOODS - LENSES AND FITTINGS

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



* Includes interplant transfers

MISCELLANEOUS INDUSTRIES

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in manufacturing a wide variety of products not included in other major industry groups—such as buttons; costume jewelry and miscellaneous products; musical instruments; pens, pencils, stencils, and artists' materials; professional and scientific instruments; photographic apparatus and optical goods; surgical and dental instruments, equipment, and supplies; toys and sporting and athletic goods; and miscellaneous industries not elsewhere classified.

ARTISTS' MATERIALS, STENCILS, PENS, AND PENCILS

Artists' materials.—The principal products of the establishments classified in this industry are canvas board, prepared canvases or frames, air brushes for portrait work, air compressors for art work, easels, drawing tables and boards, palettes, sketch boxes, and pantographs; oil colors; gold and bronze mixtures, powders, paints, and sizes; gold and aluminum enamel and paint for china painting; pyrography goods, including platinum points; drawing inks; and drafting materials.

Carbon paper and inked ribbons.—Includes establishments primarily engaged in the manufacture of carbon paper for typewriters, salesbooks, etc., and of inked ribbons for typewriters, adding machines, cash registers, etc.

Hand stamps, stencils, and brands.—Includes establishments primarily engaged in the manufacture of rubber and metal stamps, dies, seals, and presses; steel letters and figures; stencils for use in painting, marking, or in addressing machines; irons for branding articles of merchandise, etc.

Pencils (except mechanical) and crayons.—Includes establishments primarily engaged in the manufacture of wood-cased lead pencils, pencil leads and parts manufactured for sale as such, and crayons.

Pens, mechanical pencils, and pen points.—Includes establishments primarily engaged in the manufacture of complete fountain pens, stylographic pens, mechanical pencils, gold, steel, and other metal pen points, rubber holders, and other parts.

BUTTONS

Buttons.—The establishments in this industry are those whose principal products are buttons, parts of

buttons, and button blanks and molds, of all materials except precious metal and precious or semiprecious stones.

COSTUME JEWELRY AND MISCELLANEOUS PRODUCTS

Costume jewelry and costume novelties (jewelry other than fine jewelry).—The establishments in this industry are those whose principal products are costume jewelry, costume novelties, and ornaments made of all materials except precious metal and precious stones.

Feathers, plumes, and artificial flowers.—The establishments in this industry are those whose principal products are artificial flowers, fruits, and foliage made of all materials (except glass); and establishments engaged in producing fancy feathers, plumes, and articles made principally of feathers and plumes. Establishments engaged in curling, dyeing, and renovating ostrich feathers for the trade are not included.

Jewelry cases and instrument cases.—The establishments in this industry are those whose principal products are jewelry cases, fancy boxes and trays for jewelry, instruments, cutlery, eyeglasses, combs, cigarettes, pipes, toilet sets, etc.

Lamp shades.—The establishments in this industry are those whose principal products are lamp shades, made of all materials except glass and metal.

MUSICAL INSTRUMENTS AND PARTS

Organs.—Includes establishments primarily engaged in the manufacture of complete pipe organs, reed organs, and electric organs.

Piano and organ parts and materials.—Includes establishments primarily engaged in the manufacture of piano and organ materials and parts for sale as such. The products include piano strings, plates, keys, actions, keyboards, cases, back frames, pedal attachments, hammers, sounding boards, legs, and bridges; organ reeds, pipes, stops, knobs, and reed boards; and perforated music rolls.

Pianos.—Includes establishments primarily engaged in the manufacture of complete pianos, with or without player attachments.

Musical instruments, parts, and materials not elsewhere classified.—Includes establishments primarily engaged in the manufacture of musical instruments (other than pianos and organs) and of parts and materials for such instruments.

OPTICAL GOODS, PROFESSIONAL AND SCIENTIFIC INSTRUMENTS, AND PHOTOGRAPHIC APPARATUS

Ophthalmic goods—lenses and fittings.—Includes establishments primarily engaged in the grinding of ophthalmic lenses and the manufacturing of ophthalmic goods.

Optical instruments and lenses.—Includes establishments primarily engaged in the manufacture of microscopes, telescopes, field glasses, and related optical instruments.

Photographic apparatus and materials and projection equipment (except lenses).—Includes establishments primarily engaged in the manufacture of photographic and motion-picture cameras and projection apparatus, and associated materials and supplies such as films, sensitized paper and plates, reels, tanks, tripods, etc. The production of lenses is classified in the "Optical instruments and lenses" industry or in the "Ophthalmic goods—lenses and fittings" industry.

This industry is omitted from table 3 as comparisons are not available.

Professional and scientific instruments (except surgical and dental).—Includes establishments primarily engaged in the manufacture of professional and scientific instruments, such as surveyors', nautical, and aeronautical; barometers; thermometers; compasses; and instruments for laboratory work and scientific research.

SURGICAL, MEDICAL, AND DENTAL INSTRUMENTS, EQUIPMENT, AND SUPPLIES

Dental equipment and supplies.—Includes establishments whose principal products are mechanical devices and other equipment for use by dentists, such as equipment units, sterilizers, cabinets, chairs, etc., as well as hand tools and instruments and such materials as dental gold and alloys, waxes and compounds, and teeth. It does not, however, cover the manufacture of X-ray machines for dentists' use, which are assigned to the "Electrical machinery" group.

Surgical and medical instruments.—Includes establishments primarily engaged in the manufacture of surgical, veterinarian, and other medical instruments, and clinical thermometers. (Dental instruments are, however, assigned to the "Dental equipment and supplies" industry.)

Surgical supplies and equipment not elsewhere classified; and orthopedic appliances.—Includes establishments primarily engaged in the manufacture of surgical and orthopedic appliances such as braces, trusses, supports, splints, and elastic hosiery, and of such products as crutches and artificial limbs. Also included are establishments producing hearing aids, surgical gut strings, adhesive plasters, bandages, surgical gauze, and sanitary products. Surgical instruments are assigned to "Surgical and medical instruments."

TOYS, AND SPORTING AND ATHLETIC GOODS

Children's vehicles.—Includes establishments primarily engaged in the manufacture of baby and doll carriages, gocarts, velocipedes, and tricycles; children's wagons, automobiles, and sleds; and certain other classes of children's wheel goods.

Dolls (except rubber).—Includes establishments primarily engaged in the manufacture of all kinds of dolls and doll parts (except rubber), and doll clothing.

Games and toys (except dolls and children's vehicles).—Includes establishments primarily engaged in the manufacture of games (both for adults and for children), except playing cards and apparatus classified as "sporting and athletic"; toys of all kinds (except dolls), such as mechanical toys, airplanes (mechanical and other), wooden toys; air rifles and popguns.

Sporting and athletic goods not elsewhere classified.—Includes establishments primarily engaged in the manufacture of equipment for fishing and hunting (except firearms and ammunition); equipment for athletic games and sports (such as golf, baseball, football, tennis, skating, skiing, etc.); gymnasium and playground equipment; billiard and pool tables; bowling alleys, etc. Clothing and footwear made specially for sporting and athletic purposes (such as hunting coats and boots, bathing suits, sweaters, tennis shoes, leggings, etc.) are assigned to the clothing industries, the knit goods industries, the boot and shoe industries, etc. Fishing line, both for commercial use and for sport, is classified in the "Cordage and twine" industry.

MISCELLANEOUS INDUSTRIES NOT ELSEWHERE CLASSIFIED

Beauty-shop and barber-shop equipment.—Includes establishments primarily engaged in the manufacture of devices and equipment for use in beauty shops and barber shops. The classification does not cover the manufacture of furniture, nor certain other classes of equipment, such as sterilizers, that are also used by dentists and physicians and in hospitals. Hair driers, when made for use in beauty shops, are classified in this industry, but when made for use in the home are treated as products of the "Electrical appliances" industry in the Electrical Machinery report.

Brooms.—Includes establishments primarily engaged in the manufacture of household brooms, whisk brooms, and industrial brooms of broomcorn, bassine, etc., and street-sweeping brooms made of heavier materials.

Brushes.—Includes establishments primarily engaged in the manufacture of paint brushes, tooth brushes, shaving brushes, and all other kinds of brushes from any material except rubber.

Fabricated plastic products not elsewhere classified.—Includes establishments primarily engaged in the manufacture of finished products (not elsewhere classi-

fied) made of synthetic resins, cellulose compounds, and casein or galalith, except those making articles from such materials whose products are separately classified in the "Buttons" or "Brushes" (tooth and other toilet brushes) industries. The manufacture of synthetic resins and cellulose plastics for use in further manufacture are classified in the "Plastic materials" industry, of the "Industrial chemicals" subgroup.

This industry is omitted from table 3 as comparisons are not available.

Fire extinguishers, chemical.—Includes establishments primarily engaged in the manufacture of portable fire extinguishers, hose reels, other apparatus (except motor-propelled), and appliances for fire extinguishing by means of chemicals; chemical preparations for use with such apparatus and appliances; hand grenades for fire extinguishing, etc.

Furs (dressed and dyed).—Includes establishments primarily engaged in scraping, currying, tanning, bleaching, and dyeing of pelts, and dressing of hair and bristles.

Hair work.—Includes establishments primarily engaged in the manufacture of wigs, switches, braids, puffs, and related articles made largely from human hair but in some cases from mohair or other animal hair.

Models and patterns (except paper patterns).—Includes establishments primarily engaged in the manufacture of models, patterns, and forms of all materials, except paper patterns and shoe-display forms.

Needles, pins, hooks and eyes, and slide and snap fasteners.—Includes establishments primarily engaged in the manufacture of machine and hand needles, knitting and sewing; toilet and safety pins, wire hair-pins, etc.; glove fasteners, snap fasteners, slide fasteners, hooks and eyes, etc.

Signs, advertising displays, and advertising novelties.—Includes establishments primarily engaged in the manufacture of neon signs; electrical, mechanical, cut-out, or plate signs, advertising displays, and advertising novelties. The painting of outdoor signs on billboards, walls, etc., does not come within the scope of the census; and the printing of advertising matter is not included in distribution of sales.

Soda fountains, beer dispensing equipment, and related products.—Includes establishments primarily engaged in the manufacture of complete soda fountains, beer dispensing equipment, tanks, siphons, and other parts and accessories.

Tobacco pipes and cigarette holders.—Includes establishments primarily engaged in the manufacture of tobacco pipes from briar, meerschaum, composition, corn-cobs, and clay, with mouthpieces of amber, rubber, celluloid, ivory, and other materials, and of cigar and cigarette holders of materials other than paper and hard rubber.

Umbrellas, parasols, and canes.—The principal products of this industry are umbrellas, parasols, canes, umbrella and parasol cases, handles, and frames, and other parts for umbrellas, parasols, and canes.

Wool pulling.—Includes establishments primarily engaged in detaching wool from sheepskins.

This industry is omitted from table 3 as comparisons are not available.

Miscellaneous fabricated products not elsewhere classified.—Includes establishments primarily engaged in the manufacture of theatrical scenery, advertising curtains, combs and hairpins (other than metal or rubber), hair ornaments, beaded articles, holiday goods, celluloid novelties, and many other small articles not covered by distinct classifications.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939
(Values expressed in thousands of dollars)

| MISCELLANEOUS INDUSTRIES | DISTRIBUTED SALES | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | | | |
|--|------------------------------------|-------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|-------|---|------------------|---|-----------------------|------------------------------|--|--------------------------------------|----------------------------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | To users and consumers | | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | Export, direct to buyers in other countries ³ | Industrial, etc., users ¹ | Consumers at retail ² |
| Artists' Materials, Stencils, Pens, and Pencils | | | | | | | | | | | | | | | | | | | |
| Artists' materials..... | 42 | \$4,374 | (³) | \$144 | \$1,822 | \$32 | \$499 | \$20 | \$1,857 | (⁴) | 100.0 | (³) | 33.3 | 41.7 | 0.7 | 11.4 | 0.5 | 42.4 | (⁵) |
| Carbon paper and inked ribbons..... | 58 | 21,761 | \$10,241 | 1,058 | 5,158 | 133 | 3,219 | 720 | 8,155 | \$57 | 100.0 | 47.1 | 34.6 | .6 | 14.8 | 3.2 | 14.5 | 0.2 | |
| Hand stamps, stencils, and brands..... | 282 | 11,839 | (³) | \$72 | 2,644 | ----- | 1,418 | 30 | 6,173 | 697 | 100.0 | (³) | 37.4 | ----- | 22.3 | 12.0 | 2 | 52.2 | 5.9 |
| Pencils (except mechanical) and crayons..... | 40 | 10,809 | (³) | 3,540 | 6,191 | ----- | 3,873 | 618 | 2,881 | ----- | 100.0 | 21.1 | ----- | 35.8 | ----- | 21.3 | 3.7 | 17.1 | ----- |
| Pens, mechanical pencils, and pen points..... | 70 | 24,938 | (³) | 4,155 | 5,403 | 420 | 10,777 | 1,771 | 2,386 | 20 | 100.0 | 16.6 | (³) | 21.7 | 1.7 | 43.2 | 7.1 | 6.6 | .1 |
| Buttons | | | | | | | | | | | | | | | | | | | |
| Buttons..... | 267 | 30,055 | 4,044 | ----- | 11,154 | 63 | 783 | 253 | 13,153 | ----- | 100.0 | 15.5 | ----- | 37.1 | .2 | 2.6 | .8 | 43.8 | ----- |
| Costume Jewelry and Miscellaneous Products | | | | | | | | | | | | | | | | | | | |
| Costume jewelry and costume novelties (jewelry other than fine jewelry)..... | 272 | 32,274 | 1,051 | ----- | 12,892 | 277 | 13,730 | 282 | 3,242 | 191 | 100.0 | 5.1 | ----- | 39.9 | .9 | 42.6 | .9 | 10.0 | .6 |
| Feathers, plumes, and artificial flowers..... | 314 | 10,202 | (³) | ----- | 7,613 | ----- | 8,102 | 114 | 4,693 | 103 | 100.0 | (³) | ----- | 731.9 | ----- | 42.5 | .6 | 24.5 | .5 |
| Jewelry cases and instrument cases..... | 132 | 16,571 | (³) | ----- | 7,021 | (³) | 3,775 | \$139 | \$3,579 | 7 | 100.0 | (³) | ----- | 754.4 | (³) | 22.8 | \$1.1 | 21.6 | .1 |
| Lamp shades..... | 1281 | 8,364 | (³) | ----- | 2,236 | (³) | 5,095 | (³) | 392 | 41 | 100.0 | (³) | ----- | 26.7 | (³) | 68.1 | (³) | 4.7 | .5 |

See footnotes at end of table.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939—Continued

[Values expressed in thousands of dollars]

| MISCELLANEOUS INDUSTRIES | DISTRIBUTED SALES | | | | | | | | | | PERCENT DISTRIBUTED SALES | | | | | | | | |
|---|------------------------------------|-------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|---------------------------|---|---------------|---|-----------------------|------------------------------|---|--------------------------------------|----------------------------------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | Export, direct to buyers in other countries | To users and consumers | | Total | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | | To users and consumers | | |
| | | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | | Industrial, etc., users ¹ | Consumers at retail ² | | Wholesale branches or offices | Retail stores | Wholesalers and jobbers | Export intermediaries | Retailers (including chains) | Export, direct to buyers in other countries | Industrial, etc., users ¹ | Consumers at retail ² |
| Musical Instruments and Parts | | | | | | | | | | | | | | | | | | | |
| Organs..... | 34 | \$3,193 | | (10) | (10) | (8) | 10 \$1,506 | \$128 | \$1,512 | \$47 | 100.0 | | (10) | (10) | (8) | 10 47.2 | 8 4.0 | 47.3 | 1.5 |
| Piano and organ parts and materials..... | 23 | 4,933 | | | 11 \$395 | (8) | (1) | \$266 | 4,282 | | 100.0 | | 11 8.0 | (11) | (8) | 8 5.2 | 86.8 | | |
| Pianos..... | 35 | 20,581 | (8) | \$7,647 | 3,256 | \$124 | 8,634 | 140 | | 12 730 | 100.0 | (3) | 3 37.2 | | 0.0 | 41.0 | .7 | (12) | 123.8 |
| Musical instruments, parts, and materials not elsewhere classified..... | 101 | 11,721 | | 900 | 4,688 | 41 | 4,782 | 385 | 621 | 304 | 100.0 | | 7.7 | 40.0 | .3 | 40.8 | 3.3 | 5.3 | 2.6 |
| Optical Goods, Professional and Scientific Instruments, and Photographic Apparatus | | | | | | | | | | | | | | | | | | | |
| Ophthalmic goods—lenses and fittings..... | 91 | 47,248 | \$15,772 | 332 | 21,052 | 94 | 2,782 | 1,390 | 4,777 | 140 | 100.0 | 33.4 | | 46.5 | .2 | 5.9 | 2.9 | 10.1 | .3 |
| Optical instruments and lenses..... | 30 | 5,058 | (7) | (13) | 7 997 | 45 | 1,014 | 68 | 2,804 | 40 | 100.0 | (7) | (13) | 7 19.7 | .9 | 13 20.1 | 1.1 | 67.4 | .8 |
| Photographic apparatus and materials and projection equipment (except lenses)..... | 100 | 141,103 | \$ 7,906 | (6) | 26,954 | 411 | 6,707 | 12,084 | 26,535 | 598 | 100.0 | 6 48.1 | (6) | 19.1 | .3 | 4.7 | 8.6 | 18.8 | .4 |
| Professional and scientific instruments (except surgical and dental)..... | 217 | 61,025 | \$ 7,958 | (6) | 6,087 | 385 | 2,267 | 8,648 | 35,600 | 114 | 100.0 | 6 13.0 | (6) | 10.0 | .6 | 3.7 | 14.2 | 58.3 | .2 |
| Surgical, Medical, and Dental Instruments, Equipment, and Supplies | | | | | | | | | | | | | | | | | | | |
| Dental equipment and supplies..... | 131 | 33,145 | 10,245 | | 11,338 | 316 | 4,208 | 2,372 | 4,060 | | 100.0 | 30.9 | | 34.2 | .9 | 12.7 | 7.2 | 14.1 | |
| Surgical and medical instruments..... | 50 | 9,108 | (13) | | 4,096 | 92 | 2,205 | 440 | 2,185 | | 100.0 | | (13) | 45.0 | 1.0 | 13 25.2 | 4.8 | 24.0 | |
| Surgical supplies and equipment not elsewhere classified; and orthopedic appliances..... | 300 | 88,991 | 7,393 | 1,852 | 33,049 | 502 | 11,803 | 3,716 | 25,076 | 4,610 | 100.0 | 8.3 | 2.1 | 37.8 | .7 | 12.9 | 4.2 | 28.8 | 5.2 |
| Toys, and Sporting and Athletic Goods | | | | | | | | | | | | | | | | | | | |
| Children's vehicles..... | 41 | 17,747 | | | 4,215 | (8) | 11,790 | \$ 241 | 1,206 | 289 | 100.0 | | | 23.7 | (8) | 66.5 | 8 1.4 | 6.8 | 1.6 |
| Dolls (except rubber)..... | 84 | 12,037 | | | 4,644 | (8) | 5,758 | \$ 22 | 1,643 | | 100.0 | | | 38.5 | (8) | 47.7 | 8 2.2 | 13.6 | |
| Games and toys (except dolls and children's vehicles)..... | 340 | 55,738 | (7) | (13) | 7 28,088 | 308 | 23,845 | 524 | 2,154 | 729 | 100.0 | (7) | (13) | 7 50.4 | .7 | 13 42.8 | .9 | 3 9.9 | 1.3 |
| Sporting and athletic goods not elsewhere classified..... | 350 | 68,029 | 15,807 | 734 | 30,180 | 536 | 12,837 | 921 | 4,870 | 2,030 | 100.0 | 23.4 | 1.1 | 44.4 | .8 | 18.9 | 1.4 | 3 7.1 | 2.9 |
| Miscellaneous Industries Not Elsewhere Classified | | | | | | | | | | | | | | | | | | | |
| Beauty-shop and barber-shop equipment..... | 72 | 13,425 | \$ 1,100 | (6) | 8,308 | (8) | 2,649 | \$ 437 | 4 871 | (4) | 100.0 | \$ 8.6 | (6) | 61.0 | (6) | 10.7 | \$ 3.3 | 6 6.5 | (4) |
| Brooms..... | 320 | 12,016 | | | 7,155 | 14 20 | 3,945 | (14) | 844 | 42 | 100.0 | | | 59.6 | 14 2 | 32.8 | (14) | 7.0 | 4 |
| Brushes..... | 244 | 52,047 | \$ 8,480 | (9) | 10,004 | 681 | 9,275 | 763 | 8,398 | 7,840 | 100.0 | 6 10.3 | (9) | 31.9 | 1.3 | 17.8 | 1.5 | 16.1 | 15.1 |
| Fabricated plastic products not elsewhere classified..... | 213 | 63,969 | 11,930 | | 9,492 | 72 | 2,324 | 986 | 30,165 | | 100.0 | 18.7 | | 14.8 | 1 | 3.6 | 1.0 | 61.2 | |
| Fire extinguishers, chemical..... | 28 | 9,778 | 3,284 | | 1,352 | (8) | 889 | \$ 720 | 3,703 | | 100.0 | 33.6 | | 14.1 | (8) | 7.0 | \$ 7.4 | 37.9 | |
| Furs (dressed and dyed)..... | 66 | 11,002 | (7) | | 7 3,326 | | 178 | 131 | 8,267 | | 100.0 | (7) | | 7 27.9 | | 1.5 | 1.1 | 60.5 | |
| Hair work..... | 42 | 1,364 | | | 675 | | 301 | | 284 | 104 | 100.0 | | | 40.5 | | 22.1 | | 20.8 | 7.6 |
| Models and patterns (except paper patterns)..... | 675 | 21,754 | (7) | (13) | 7 1,323 | (8) | 13 309 | \$ 87 | 19,915 | 120 | 100.0 | (7) | (13) | 7 6.1 | (8) | 13 1.4 | 8 4 | 91.5 | .6 |
| Needles, pins, hooks and eyes, and slide and snap fasteners..... | 58 | 38,063 | 3,693 | | 9,438 | 47 | 2,550 | 470 | 22,813 | | 100.0 | 9.3 | | 24.2 | .1 | 6.6 | 1.2 | 58.6 | |
| Signs, advertising displays, and advertising novelties..... | 1,314 | 81,361 | 1,193 | 2,545 | 9,719 | 96 | 3,043 | 350 | 61,865 | 1,960 | 100.0 | 1.5 | 3.1 | 12.0 | .1 | 4.5 | .4 | 76.0 | 2.4 |
| Soda fountains, beer dispensing equipment, and related products..... | 51 | 14,084 | 6,612 | | 13 5,352 | | 362 | (13) | 2,658 | | 100.0 | 44.1 | | 13 35.7 | | 2.4 | (13) | 5 17.8 | |
| Tobacco pipes and cigarette holders..... | 32 | 7,720 | | | 5 6,173 | | 1,547 | | 1,647 | | 100.0 | | | 5 80.0 | | 20.0 | | 11.3 | .3 |
| Umbrellas, parasols, and canes..... | 90 | 11,364 | (13) | | 2,794 | (8) | 13 6,940 | \$ 308 | 1,281 | 85 | 100.0 | (13) | | 13 24.6 | (8) | 13 61.1 | \$ 3.7 | 11.3 | .3 |
| Wool pulling..... | 17 | 12,683 | (16) | | 10 4,517 | (16) | | (16) | 8,166 | | 100.0 | (16) | | 16 35.0 | (16) | (16) | 6 64.4 | | |
| Miscellaneous fabricated products not elsewhere classified..... | 564 | 51,722 | 1,244 | 325 | 18,942 | 111 | 10,266 | 460 | 13,825 | 549 | 100.0 | 2.4 | .6 | 36.6 | .2 | 31.5 | .9 | 26.7 | 1.1 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

³ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.

⁴ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

⁵ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

⁶ Interplant transfers included to avoid disclosure.

⁷ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.

⁸ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.

⁹ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.

¹⁰ Sales to export intermediaries combined with direct export sales to avoid disclosure.

¹¹ Sales to export intermediaries and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.

¹² Sales to export intermediaries and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.

¹³ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.

¹⁴ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.

¹⁵ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.

¹⁶ Direct export sales combined with sales to export intermediaries to avoid disclosure.

¹⁷ Direct export sales combined with sales to export intermediaries to avoid disclosure.

¹⁸ Direct export sales combined with sales to export intermediaries to avoid disclosure.

¹⁹ Direct export sales combined with sales to export intermediaries to avoid disclosure.

²⁰ Sales to or through own wholesale branches or offices, to export intermediaries, and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.

CENSUS OF BUSINESS

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

| MISCELLANEOUS INDUSTRIES | DISTRIBUTED SALES | | | | | | | | | | | | INTERPLANT TRANSFERS | | | TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS | |
|---|------------------------------------|-------------------------|---|------------------|---|------------------|---|------------------|---|------------------|-------------------------------------|------------------|------------------------------------|-------------------|--------|--|--------|
| | Number of establishments reporting | Total distributed sales | To or through manufacturer-owned-and-operated outlets | | To other business concerns in the United States, for resale | | Export, direct to buyers in other countries | | To industrial, etc., users ¹ | | To consumers at retail ² | | Number of establishments reporting | Using exclusively | Amount | Number of establishments reporting | Amount |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | | | | | |
| Artists' Materials, Stencils, Pens, and Pencils | | | | | | | | | | | | | | | | | |
| Artists' materials..... | 42 | \$4,374 | \$144 | 3.3 | \$2,353 | 53.8 | \$20 | 0.5 | \$1,857 | 42.4 | (3) | (3) | | | 42 | \$4,374 | |
| Carbon paper and inked ribbons..... | 58 | 21,751 | 11,209 | 52.0 | 0,520 | 30.0 | 720 | 3.3 | 3,155 | 14.5 | \$57 | 0.2 | | | 58 | 22,141 | |
| Hand stamps, stencils, and brands..... | 282 | 11,830 | 872 | 7.4 | 4,022 | 34.3 | 30 | .2 | 4,178 | 35.2 | 697 | 5.9 | (5) | (5) | 282 | 11,830 | |
| Pencils (except mechanical) and crayons..... | 40 | 10,800 | 3,546 | 21.1 | 9,704 | 58.1 | 618 | 3.7 | 2,881 | 17.1 | | | | | 40 | 10,800 | |
| Pens, mechanical pencils, and pen points..... | 70 | 24,938 | 4,155 | 16.6 | 10,006 | 60.0 | 1,771 | 7.1 | 2,380 | 9.6 | 20 | .1 | | | 70 | 24,938 | |
| Buttons | 267 | 30,056 | 4,044 | 15.5 | 12,000 | 39.9 | 253 | .8 | 13,158 | 43.8 | | | 19 | 19 | 1,022 | 280 | 31,077 |
| Costume Jewelry and Miscellaneous Products | | | | | | | | | | | | | | | | | |
| Costume jewelry and costume novelties (jewelry other than fine jewelry)..... | 272 | 32,274 | 1,051 | 5.1 | 20,908 | 63.4 | 282 | .9 | 3,242 | 10.0 | 101 | .6 | | | 272 | 32,274 | |
| Feathers, plumes, and artificial flowers..... | 314 | 10,202 | (5) | (5) | 14,292 | 74.4 | 114 | .6 | 4,693 | 24.5 | 103 | .5 | (5) | (5) | 314 | 10,202 | |
| Jewelry cases and instrument cases..... | 132 | 16,571 | (5) | (5) | 12,798 | 77.2 | 7180 | 7.1 | 3,579 | 21.6 | 7 | .1 | (5) | (5) | 132 | 16,571 | |
| Lamp shades..... | 128 | 8,364 | | | 7,031 | 84.8 | (5) | (5) | 392 | 4.7 | 41 | .5 | | | 128 | 8,364 | |
| Musical Instruments and Parts | | | | | | | | | | | | | | | | | |
| Organs..... | 34 | 3,193 | (5) | (5) | 1,500 | 47.2 | 7128 | 7.4 | 1,512 | 47.3 | 47 | 1.5 | | | 34 | 3,193 | |
| Piano and organ parts and materials..... | 23 | 4,933 | | | 395 | 8.0 | 7256 | 7.5 | 4,282 | 86.8 | | | | | 23 | 4,933 | |
| Pianos..... | 35 | 20,581 | 7,647 | 37.2 | 12,014 | 58.3 | 140 | .7 | (5) | (5) | 780 | 3.8 | | | 35 | 20,581 | |
| Musical instruments, parts, and materials not elsewhere classified..... | 101 | 11,721 | 900 | 7.7 | 9,511 | 81.1 | 385 | 3.3 | 621 | 5.3 | 304 | 2.6 | | | 101 | 11,721 | |
| Optical Goods, Professional and Scientific Instruments, and Photographic Apparatus | | | | | | | | | | | | | | | | | |
| Ophthalmic goods—lenses and fittings... Optical instruments and lenses..... | 91 | 47,248 | 16,104 | 34.1 | 24,828 | 52.6 | 1,309 | 2.9 | 4,777 | 10.1 | 140 | .3 | (5) | (5) | 91 | 47,248 | |
| Photographic apparatus and materials and projection equipment (except lenses)..... | 30 | 5,058 | (5) | (5) | 2,050 | 40.7 | 58 | 1.1 | 2,904 | 57.4 | 40 | .8 | (5) | (5) | 30 | 5,058 | |
| Professional and scientific instruments (except surgical and dental)..... | 160 | 141,193 | 67,006 | 48.1 | 34,072 | 24.1 | 12,084 | 8.6 | 26,535 | 18.8 | 596 | .4 | 6 | | 160 | 141,330 | |
| Surgical, Medical, and Dental Instruments, Equipment, and Supplies | 217 | 61,025 | 7,958 | 13.0 | 8,730 | 14.3 | 8,048 | 14.2 | 35,500 | 58.3 | 114 | .2 | 7 | 1 | 146 | 218 | 61,171 |
| Dental equipment and supplies..... | 131 | 33,145 | 10,245 | 30.9 | 15,862 | 47.8 | 2,372 | 7.2 | 4,066 | 14.1 | | | (5) | (5) | 131 | 33,145 | |
| Surgical and medical instruments..... | 50 | 9,108 | (5) | (5) | 6,483 | 71.2 | 440 | 4.8 | 2,185 | 24.0 | | | | | 50 | 9,108 | |
| Surgical supplies and equipment not elsewhere classified; and orthopedic appliances..... | 300 | 88,991 | 9,245 | 10.4 | 45,744 | 51.4 | 3,716 | 4.2 | 25,070 | 28.8 | 4,610 | 5.2 | 13 | | 300 | 93,800 | |
| Toys, and Sporting and Athletic Goods | | | | | | | | | | | | | | | | | |
| Children's vehicles..... | 41 | 17,747 | | | 16,011 | 90.2 | 7241 | 7.1 | 1,200 | 6.8 | 289 | 1.6 | | | 41 | 17,747 | |
| Dolls (except rubber)..... | 84 | 12,067 | | | 10,402 | 86.2 | 722 | 7.2 | 1,043 | 13.0 | | | | | 84 | 12,067 | |
| Games and toys (except dolls and children's vehicles)..... | 340 | 55,738 | (5) | (5) | 52,331 | 93.9 | 524 | .9 | 2,154 | 3.9 | 720 | 1.3 | (5) | (5) | 340 | 55,738 | |
| Sporting and athletic goods not elsewhere classified..... | 350 | 68,029 | 16,631 | 24.5 | 43,502 | 64.1 | 921 | 1.4 | 4,879 | 7.1 | 2,036 | 2.9 | (5) | (5) | 350 | 68,029 | |
| Miscellaneous Industries Not Elsewhere Classified | | | | | | | | | | | | | | | | | |
| Beauty-shop and barber-shop equipment..... | 72 | 13,425 | 1,160 | 8.6 | 10,057 | 81.6 | 7437 | 7.3 | 871 | 6.5 | (5) | (5) | | | 72 | 13,425 | |
| Brooms..... | 320 | 12,016 | | | 11,130 | 92.6 | (5) | (5) | 844 | 7.0 | 42 | .4 | | | 320 | 12,016 | |
| Brushes..... | 244 | 52,047 | 8,480 | 16.3 | 26,500 | 51.0 | 703 | 1.5 | 8,308 | 16.1 | 7,846 | 15.1 | 5 | 1 | 506 | 245 | 52,043 |
| Fabricated plastic products not elsewhere classified..... | 213 | 63,000 | 11,930 | 18.7 | 11,888 | 18.5 | 986 | 1.6 | 30,105 | 61.2 | | | 17 | 3 | 8,349 | 216 | 72,318 |
| Fire extinguishers, chemical..... | 28 | 9,778 | 3,284 | 33.6 | 2,071 | 21.1 | 7220 | 7.4 | 3,703 | 37.9 | | | | | 28 | 9,778 | |
| Furs (dressed and dyed)..... | 66 | 11,902 | (5) | (5) | 3,504 | 29.4 | 131 | 1.1 | 4,207 | 35.5 | | | (5) | (5) | 66 | 11,902 | |
| Hair work..... | 42 | 1,364 | | | 976 | 71.0 | | | 284 | 20.8 | 104 | 7.6 | | | 42 | 1,364 | |
| Models and patterns (except paper patterns)..... | 676 | 21,754 | (5) | (5) | 1,632 | 7.5 | 787 | 7.4 | 19,915 | 91.5 | 120 | .6 | (5) | (5) | 676 | 21,754 | |
| Needles, pins, hooks and eyes, and slide and snap fasteners..... | 58 | 38,963 | 3,633 | 9.3 | 12,041 | 30.9 | 470 | 1.2 | 22,813 | 58.6 | | | (5) | (5) | 58 | 38,963 | |
| Signs, advertising displays, and advertising novelties..... | 1,314 | 81,361 | 3,738 | 4.6 | 13,458 | 16.6 | 350 | .4 | 61,855 | 76.0 | 1,900 | 2.4 | 11 | | 447 | 1,314 | 81,808 |
| Soda fountains, beer dispensing equipment, and related products..... | 51 | 14,984 | 6,012 | 44.1 | 5,714 | 38.1 | (5) | (5) | 2,658 | 17.8 | | | (5) | (5) | 51 | 14,984 | |
| Tobacco pipes and cigarette holders..... | 32 | 7,720 | | | 7,720 | 100.0 | | | | | | | (5) | (5) | 32 | 7,720 | |
| Umbrellas, parasols, and canes..... | 90 | 11,364 | (5) | (5) | 9,740 | 85.7 | 7308 | 7.2 | 1,281 | 11.3 | 35 | .3 | | | 90 | 11,364 | |
| Wool pulling..... | 17 | 12,683 | (1) | (1) | 4,517 | 35.6 | (1) | (1) | 4,816 | 38.4 | | | (5) | (5) | 17 | 12,683 | |
| Miscellaneous fabricated products not elsewhere classified..... | 564 | 51,722 | 1,500 | 3.0 | 35,310 | 68.3 | 460 | .9 | 13,825 | 26.7 | 549 | 1.1 | 3 | 1 | 500 | 565 | 52,321 |

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
² Includes farmers, household consumers, and employees at retail. ³ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.
⁴ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure. ⁵ Omitted to avoid disclosure.
⁶ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.
⁷ Includes export intermediaries. ⁸ Direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.
⁹ Sales to industrial, etc., users combined with sales to consumers at retail to avoid disclosure.
¹⁰ Interplant transfers combined with sales to "Other business concerns in the United States" to avoid disclosure.
¹¹ Sales to or through manufacturer-owned-and-operated outlets and direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| MISCELLANEOUS INDUSTRIES | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|---|---|---------|---|-------------------|-------------------|-------------------|---|-------------------|------------------------------|-------------------|--------------------------------------|-------------------|----------------------------------|-------------------|
| | Number of establishments reporting | Amount | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | | | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total | Amount | Per cent of total |
| Artists' Materials, Stencils, Pens, and Pencils | | | | | | | | | | | | | | |
| Artists' materials: | | | | | | | | | | | | | | |
| 1939 | 42 | \$4,354 | (¹) | (¹) | \$144 | 3.3 | \$1,854 | 42.6 | \$499 | 11.5 | \$1,857 | 42.6 | (¹) | (¹) |
| 1935 | 45 | 2,703 | | | 30 | 1.1 | 461 | 16.7 | 301 | 10.9 | 1,935 | 70.0 | \$36 | 1.3 |
| Carbon paper and inked ribbons: | | | | | | | | | | | | | | |
| 1939 | 58 | 21,031 | \$10,241 | 48.7 | 1,058 | 5.0 | 3,301 | 15.7 | 3,219 | 15.3 | 3,155 | 15.0 | 57 | .3 |
| 1935 | 55 | 13,178 | 3,085 | 23.4 | 2,821 | 21.4 | 2,373 | 18.0 | 2,672 | 20.3 | 2,227 | 16.9 | (¹) | (¹) |
| 1929 | 57 | 17,295 | 1,284 | 7.4 | 5,192 | 30.0 | 4,785 | 27.7 | 2,570 | 14.9 | 3,404 | 20.0 | | |
| Hand stamps, stencils, and brands: | | | | | | | | | | | | | | |
| 1939 | 282 | 11,800 | (¹) | (¹) | \$72 | 7.4 | 2,644 | 22.4 | 1,418 | 12.0 | 6,178 | 52.3 | 697 | 5.9 |
| 1935 | 260 | 10,389 | 524 | 5.0 | 168 | 1.5 | 2,006 | 20.2 | 1,779 | 17.1 | 5,349 | 51.6 | 483 | 4.6 |
| 1929 | 328 | 14,488 | 183 | 1.3 | | | 3,201 | 22.1 | 3,420 | 23.6 | 7,694 | 53.0 | | |
| Pencils (except mechanical) and crayons; and pens, mechanical pencils, and pen points: | | | | | | | | | | | | | | |
| 1939 | 110 | 39,358 | 7,701 | 19.6 | | | 12,020 | 30.5 | 14,350 | 36.5 | 5,267 | 13.4 | 20 | (¹) |
| Pencils (except mechanical) and crayons. | 40 | 16,191 | 3,546 | 21.9 | | | 6,191 | 38.2 | 3,573 | 22.1 | 2,881 | 17.8 | | |
| Pens, mechanical pencils, and pen points. | 70 | 23,167 | \$4,155 | \$17.0 | (¹) | (¹) | 5,829 | 25.2 | 10,777 | 46.5 | 2,386 | 10.3 | 20 | .1 |
| 1935 | 95 | 34,430 | 424 | 1.2 | (¹) | (¹) | 16,254 | 47.2 | \$14,597 | \$42.4 | 3,125 | 9.1 | 30 | .1 |
| Buttons | | | | | | | | | | | | | | |
| Buttons: | | | | | | | | | | | | | | |
| 1939 | 267 | 29,802 | 4,644 | 15.6 | | | 11,217 | 37.6 | 783 | 2.6 | 13,158 | 44.2 | | |
| 1935 | 260 | 27,449 | 2,733 | 10.0 | | | 12,588 | 45.8 | 1,202 | 4.4 | 10,928 | 39.8 | | |
| 1929 | 206 | 27,633 | 2,321 | 8.4 | | | 7,547 | 27.3 | 617 | 2.2 | 17,148 | 62.1 | | |
| Costume Jewelry and Miscellaneous Products | | | | | | | | | | | | | | |
| Costume jewelry and costume novelties (jewelry other than fine jewelry); lamp shades; and miscellaneous fabricated products not elsewhere classified: | | | | | | | | | | | | | | |
| 1939 | 904 | 91,618 | 2,805 | 3.2 | 325 | .4 | 34,458 | 37.6 | 35,700 | 38.9 | 17,459 | 19.0 | 781 | .9 |
| Costume jewelry and costume novelties (jewelry other than fine jewelry) | 272 | 31,902 | 1,651 | 5.2 | | | 13,160 | 41.2 | 13,739 | 42.9 | 3,242 | 10.1 | 191 | .6 |
| Lamp shades | 128 | 8,304 | | | | | 10,286 | 102.7 | 5,605 | 68.1 | 302 | 4.7 | 41 | .5 |
| Miscellaneous fabricated products not elsewhere classified | 504 | 51,262 | 1,244 | 2.4 | 325 | .6 | 10,053 | 37.2 | 16,266 | 31.7 | 13,825 | 27.0 | 549 | 1.1 |
| 1935 | 972 | 51,927 | (¹) | (¹) | (¹) | (¹) | 117,154 | 1139.6 | 24,035 | 47.1 | 9,483 | 18.6 | 355 | .7 |
| 1929 | 901 | 93,492 | 1,056 | 1.8 | | | 34,803 | 37.2 | 38,627 | 41.3 | 18,400 | 19.7 | | |
| Feathers, plumes, and artificial flowers: | | | | | | | | | | | | | | |
| 1939 | 314 | 10,088 | (¹) | (¹) | | | 11,130 | 1132.1 | 8,162 | 42.8 | 4,693 | 24.6 | 103 | .5 |
| 1935 | 269 | 11,397 | 45 | .4 | (¹) | (¹) | 3,322 | 29.2 | 5,224 | 45.8 | 2,795 | 24.5 | 11 | .1 |
| 1929 | 222 | 15,480 | 103 | .7 | | | 5,700 | 36.8 | 5,910 | 38.2 | 3,767 | 24.3 | | |
| Jewelry cases and instrument cases: | | | | | | | | | | | | | | |
| 1939 | 132 | 16,382 | (¹) | (¹) | | | 11,021 | 1155.1 | 3,775 | 23.1 | 3,579 | 21.8 | 7 | (¹) |
| 1935 | 73 | 9,700 | (¹) | (¹) | | | 14,211 | 1162.9 | 1,046 | 15.6 | 1,443 | 21.5 | | |
| Musical Instruments and Parts | | | | | | | | | | | | | | |
| Organs: | | | | | | | | | | | | | | |
| 1939 | 34 | 3,065 | | | (¹²) | (¹²) | (¹²) | (¹²) | 11,506 | 1249.2 | 1,512 | 49.3 | 47 | 1.5 |
| 1935 | 31 | 3,078 | | | (⁹) | (⁹) | 20 | .9 | 91,440 | 946.8 | 1,321 | 42.9 | 288 | 9.4 |
| Piano and organ parts and materials: | | | | | | | | | | | | | | |
| 1939 | 23 | 4,677 | | | | | 13,305 | 138.4 | (¹³) | (¹³) | 4,282 | 91.6 | | |
| 1935 | 32 | 3,133 | | | | | 609 | 10.4 | 14,218 | 147.0 | 2,305 | 73.6 | (¹⁴) | (¹⁴) |
| Pianos: | | | | | | | | | | | | | | |
| 1939 | 35 | 20,441 | (¹) | (¹) | 47,647 | 437.4 | 3,380 | 16.5 | 8,634 | 42.3 | (¹⁵) | (¹⁵) | 15780 | 153.8 |
| 1935 | 34 | 8,995 | (¹¹) | (¹¹) | 1,082 | 12.1 | 11,202 | 1124.5 | 5,106 | 57.8 | 118 | 1.3 | 387 | 4.3 |
| 1929 | 81 | 42,255 | 2,360 | 5.6 | 8,832 | 21.0 | 4,305 | 10.4 | 23,095 | 54.6 | 3,533 | 8.4 | (¹⁶) | (¹⁶) |
| Musical instruments, parts, and materials not elsewhere classified: | | | | | | | | | | | | | | |
| 1939 | 101 | 11,336 | | | | | 900 | 7.0 | 4,729 | 41.7 | 4,782 | 42.2 | 621 | 5.5 |
| 1935 | 92 | 8,604 | | | | | 3,824 | 44.4 | 3,934 | 45.8 | 328 | 3.8 | 518 | 6.0 |
| 1929 | 106 | 14,042 | | | 1,116 | 7.9 | 5,633 | 40.1 | 4,521 | 32.2 | 675 | 4.1 | 2,197 | 15.7 |
| Optical Goods; Professional, Scientific, and Surgical and Medical Instruments | | | | | | | | | | | | | | |
| Ophthalmic goods—lenses and fittings; and optical instruments and lenses: | | | | | | | | | | | | | | |
| 1939 | 121 | 50,849 | 15,772 | 31.0 | 332 | .7 | 23,088 | 45.4 | 3,796 | 7.5 | 7,681 | 15.1 | 180 | .3 |
| Ophthalmic goods—lenses and fittings | 91 | 45,849 | 15,772 | 34.4 | 332 | .7 | 22,046 | 48.1 | 2,782 | 6.1 | 4,777 | 10.4 | 140 | .3 |
| Optical instruments and lenses | 30 | 5,000 | (¹¹) | (¹¹) | (¹⁰) | (¹⁰) | 11,042 | 1120.8 | 1,014 | 20.3 | 2,904 | 58.1 | 40 | .8 |
| 1935 | 98 | 33,733 | 10,543 | 31.3 | (¹⁰) | (¹⁰) | 14,007 | 41.5 | 3,910 | 11.6 | 5,103 | 15.1 | 1170 | 15.5 |
| 1929 | 117 | 40,301 | (¹¹) | (¹¹) | | | 12,610 | 1166.3 | 4,378 | 10.9 | 8,881 | 22.0 | 332 | .8 |
| Professional and scientific instruments (except surgical and dental); and surgical and medical instruments: | | | | | | | | | | | | | | |
| 1939 | 266 | 91,045 | 7,958 | 13.0 | | | 10,660 | 17.5 | 4,562 | 7.5 | 37,751 | 61.8 | 114 | .2 |
| Professional and scientific instruments (except surgical and dental) | 216 | 52,377 | \$7,058 | \$15.2 | (¹⁰) | (¹⁰) | 6,472 | 12.4 | 2,207 | 4.3 | 35,566 | 67.9 | 114 | .2 |
| Surgical and medical instruments | 50 | 8,668 | | | (¹⁰) | (¹⁰) | 4,188 | 48.3 | 2,295 | 26.5 | 2,185 | 25.2 | | |
| 1935 | 269 | 97,685 | 9,727 | 14.4 | 238 | .4 | 11,993 | 17.7 | 4,178 | 6.2 | 41,013 | 60.5 | 536 | .8 |

See footnotes at end of table.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

| MISCELLANEOUS INDUSTRIES | TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT) | | SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS | | | | SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE | | | | SALES TO USERS AND CONSUMERS | | | |
|--|---|----------|---|------------------|---------------|------------------|---|------------------|------------------------------|------------------|--------------------------------------|------------------|----------------------------------|------------------|
| | Number of establishments reporting | Amount | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers ¹ | | Retailers (including chains) | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| Surgical, Medical, and Dental Equipment and Supplies | | | | | | | | | | | | | | |
| Dental equipment and supplies: | | | | | | | | | | | | | | |
| 1939..... | 131 | \$30,773 | \$10,245 | 33.3 | | | \$11,654 | 37.9 | \$4,208 | 13.7 | \$4,606 | 15.1 | | |
| 1935..... | 87 | 26,485 | 12,900 | 48.0 | | | 6,439 | 24.3 | 4,650 | 17.6 | 2,436 | 9.2 | | |
| Surgical supplies and equipment not elsewhere classified; and orthopedic appliances: | | | | | | | | | | | | | | |
| 1939..... | 360 | 85,275 | 7,303 | 8.7 | \$1,852 | 2.2 | 34,241 | 40.1 | 11,503 | 13.5 | 25,676 | 30.1 | \$4,610 | 5.4 |
| 1935..... | 301 | 64,150 | 3,400 | 5.5 | 878 | 1.4 | 27,170 | 42.3 | 13,639 | 21.1 | 14,076 | 21.0 | 4,089 | 7.8 |
| 1929..... | 361 | 71,432 | 1,111 | 1.5 | | | 21,075 | 30.8 | 22,440 | 31.4 | 20,063 | 28.1 | 5,834 | 8.2 |
| Toys, and Sporting and Athletic Goods | | | | | | | | | | | | | | |
| Children's vehicles: | | | | | | | | | | | | | | |
| 1939..... | 41 | 17,506 | | | | | 4,215 | 24.1 | 11,706 | 67.4 | 1,200 | 6.9 | 280 | 1.6 |
| 1935..... | 53 | 15,536 | | | | | 4,604 | 29.6 | 9,740 | 62.7 | 760 | 4.9 | 482 | 2.8 |
| Dolls (except rubber); and games and toys (except dolls and children's vehicles): | | | | | | | | | | | | | | |
| 1939..... | 424 | 67,250 | | | | | 33,130 | 49.2 | 20,603 | 30.6 | 3,707 | 5.5 | 720 | 1.1 |
| Dolls (except rubber). Games and toys (except dolls and children's vehicles): | | | | | | | | | | | | | | |
| 1939..... | 84 | 12,045 | | | | | 4,644 | 38.6 | 5,758 | 47.8 | 1,643 | 13.6 | | |
| 1935..... | 340 | 55,214 | (1) | (1) | (1) | (1) | 28,486 | 51.6 | 23,846 | 43.2 | 2,154 | 3.9 | 720 | 1.3 |
| 1929..... | 375 | 54,121 | 3,603 | 6.7 | | | 19,267 | 35.6 | 25,967 | 47.9 | 4,773 | 8.8 | 521 | 1.0 |
| Sporting and athletic goods not elsewhere classified: | | | | | | | | | | | | | | |
| 1939..... | 350 | 67,108 | 15,807 | 23.7 | 734 | 1.1 | 30,725 | 45.8 | 12,837 | 19.1 | 4,879 | 7.3 | 2,036 | 3.0 |
| 1935..... | 208 | 35,752 | 9,642 | 27.0 | 54 | .2 | 13,771 | 38.5 | 10,235 | 28.6 | 1,732 | 4.8 | 318 | .9 |
| 1929..... | 282 | 68,120 | 23,517 | 34.5 | | | 26,725 | 39.2 | 13,011 | 19.1 | 4,241 | 6.2 | 626 | 1.0 |
| Miscellaneous Industries Not Elsewhere Classified | | | | | | | | | | | | | | |
| Beauty-shop and barber-shop equipment: | | | | | | | | | | | | | | |
| 1939..... | 72 | 12,088 | \$ 1,160 | \$ 8.0 | (8) | (8) | 8,308 | 64.0 | 2,640 | 20.4 | \$ 871 | \$ 6.7 | (9) | (9) |
| 1935..... | 82 | 13,208 | (11) | (11) | 45 | 3 | 10,381 | 70.5 | 3,094 | 23.3 | 778 | 5.9 | | |
| Brooms: | | | | | | | | | | | | | | |
| 1939..... | 320 | 12,016 | | | | | 7,185 | 59.8 | 3,045 | 25.3 | 844 | 7.0 | 42 | .4 |
| 1935..... | 341 | 14,928 | (11) | (11) | (1) | (1) | 8,665 | 58.1 | 4,737 | 31.7 | 946 | 6.3 | 580 | 3.9 |
| 1929..... | 407 | 10,166 | 167 | 1.6 | | | 11,344 | 59.2 | 6,065 | 31.0 | 1,590 | 8.3 | (10) | (10) |
| Brushes: | | | | | | | | | | | | | | |
| 1939..... | 244 | 51,284 | \$ 8,480 | \$ 16.5 | (8) | (8) | 17,285 | 33.7 | 0,275 | 0.5 | 8,308 | 16.4 | 7,840 | 15.3 |
| 1935..... | 245 | 41,635 | 3,908 | 9.4 | (9) | (9) | 15,045 | 36.3 | \$ 8,558 | \$ 20.6 | 8,078 | 19.4 | 5,940 | 14.3 |
| 1929..... | 303 | 45,606 | 4,910 | 10.8 | | | 22,404 | 49.2 | 8,408 | 18.7 | 8,850 | 19.4 | 844 | 1.9 |
| Fire extinguishers, chemical: | | | | | | | | | | | | | | |
| 1939..... | 28 | 0,658 | 3,284 | 30.2 | | | 1,382 | 15.3 | 680 | 7.6 | 3,703 | 40.9 | | |
| 1935..... | 22 | 6,028 | (11) | (11) | | | 2,172 | 36.0 | 81 | 1.3 | 3,775 | 62.7 | (11) | (11) |
| 1929..... | 28 | 8,566 | 4,106 | 48.0 | | | 4,106 | 48.0 | | | 4,370 | 51.0 | | |
| Furs (dressed and dyed): | | | | | | | | | | | | | | |
| 1939..... | 66 | 11,771 | (11) | (11) | | | 3,326 | 28.3 | 178 | 1.5 | 8,267 | 70.2 | | |
| 1935..... | 53 | 9,452 | (11) | (11) | | | 4,703 | 50.4 | 544 | 5.8 | 4,145 | 43.8 | | |
| Hair work: | | | | | | | | | | | | | | |
| 1939..... | 42 | 1,364 | | | | | 675 | 49.5 | 301 | 22.1 | 284 | 20.8 | 104 | 7.6 |
| 1935..... | 41 | 6,057 | | | | | 1,443 | 23.8 | 2,303 | 38.0 | 1,018 | 16.7 | 293 | 4.8 |
| Models and patterns (except paper patterns): | | | | | | | | | | | | | | |
| 1939..... | 675 | 21,667 | (11) | (11) | (1) | (1) | 1,323 | 6.1 | \$ 900 | \$ 4.1 | 19,015 | 87.8 | 120 | .6 |
| 1935..... | 584 | 15,089 | | | | | 813 | 5.4 | 53 | .4 | 14,223 | 94.2 | | |
| 1929..... | 665 | 28,157 | | | | | 11,550 | 41.2 | (11) | (11) | 20,607 | 73.2 | | |
| Needles, pins, hooks and eyes, and slide and snap fasteners: | | | | | | | | | | | | | | |
| 1939..... | 58 | 38,487 | 3,633 | 9.4 | | | 0,485 | 1.3 | 2,556 | 6.7 | 22,813 | 59.3 | | |
| 1935..... | 48 | 31,640 | (11) | (11) | | | 6,134 | 19.4 | 940 | 3.0 | 24,560 | 77.6 | | |
| Signs, advertising displays, and advertising novelties: | | | | | | | | | | | | | | |
| 1939..... | 1,314 | 81,011 | 1,193 | 1.5 | 2,545 | 3.1 | 9,815 | 12.1 | 3,643 | 4.5 | 61,855 | 76.4 | 1,900 | 2.4 |
| 1935..... | 1,078 | 67,109 | 268 | .4 | | | 7,409 | 11.2 | 3,828 | 5.7 | 55,469 | 82.5 | 146 | .2 |
| Soda fountains, beer dispensing equipment, and related products: | | | | | | | | | | | | | | |
| 1939..... | 51 | 14,084 | 0,612 | 4.4 | | | 5,352 | 38.0 | 362 | 2.6 | 2,658 | 17.8 | | |
| 1935..... | 47 | 7,166 | (11) | (11) | | | 3,575 | 49.9 | 333 | 4.6 | 3,258 | 45.5 | | |
| Tobacco pipes and cigarette holders: | | | | | | | | | | | | | | |
| 1939..... | 32 | 7,720 | | | | | 6,173 | 80.0 | 1,547 | 20.0 | | | | |
| 1935..... | 20 | 6,156 | | | | | 4,189 | 68.0 | 1,967 | 32.0 | | | | |
| 1929..... | 24 | 5,550 | | | | | 4,618 | 83.2 | 932 | 16.8 | | | | |
| Umbrellas, parasols, and canes: | | | | | | | | | | | | | | |
| 1939..... | 90 | 11,056 | | | (9) | (9) | 2,794 | 25.3 | \$ 6,046 | \$ 54.6 | 1,281 | 11.6 | 35 | .3 |
| 1935..... | 83 | 10,200 | | | 58 | .6 | 2,807 | 27.5 | 6,187 | 60.5 | 991 | 9.7 | 466 | 4.6 |
| 1929..... | 123 | 17,049 | (11) | (11) | | | 3,847 | 22.6 | 10,810 | 63.4 | 2,287 | 13.4 | 105 | .6 |

1 Export intermediaries included (except where combined with direct export sales as indicated on table 1) for comparative purposes.

2 Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

3 Includes farmers, household consumers, and employees at retail.

4 Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.

5 Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

6 Interplant transfers included to avoid disclosure.

7 Less than one-tenth of 1 percent.

8 Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.

9 Sales to or through own retail stores combined with sales to retailers to avoid disclosure.

10 Direct export sales included to avoid disclosure.

11 Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.

12 Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.

13 Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.

14 Sales to consumers at retail combined with sales to retailers to avoid disclosure.

15 Sales to industrial, etc., users combined with sales to consumers at retail to avoid disclosure.

16 Sales to or through own retail stores combined with sales to consumers at retail to avoid disclosure.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

| MISCELLANEOUS INDUSTRIES | Number of establishments reporting distributed sales and transfers | | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | | |
|---|--|-----|--|--------|---|-------------------|---------------------|---------------------|---|---------------------|-----------------------|---------------------|------------------------------|---------------------|---|--------|--------------------------------------|---------------------|----------------------------------|---------------------|
| | | | ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹ | | To or through manufacturer-owned-and-operated outlets | | | | To other business concerns in the United States, for resale | | | | | | Export, direct to buyers in other countries | | To users and consumers | | | |
| | | | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | | | Industrial, etc., users ² | | Consumers at retail ³ | |
| | | | | | Number | Using exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | | | Number | Selling exclusively | Number | Selling exclusively |
| Artists' Materials, Stencils, Pens, and Pencils | | | Total ⁴ | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | |
| Artists' materials..... | 42 | | 42 | (5) | | 43 | | 25 | 10 | 5 | | 20 | 8 | 5 | | 16 | 3 | (6) | | |
| Carbon paper and inked ribbons..... | 58 | | 58 | 13 | 1 | 4 | 1 | 35 | 9 | | | 21 | 5 | 16 | | 32 | 7 | 6 | 1 | |
| Hand stamps, stencils, and brands..... | 282 | (7) | 282 | (5) | | 21 | 9 | 88 | 20 | | | 93 | 5 | 6 | | 293 | 93 | 66 | 19 | |
| Pencils (except mechanical) and crayons..... | 40 | | 40 | 3 | 1 | | | 20 | 14 | | | 12 | 2 | 8 | | 17 | 6 | | | |
| Pens, mechanical pencils, and pen points..... | 70 | | 70 | 6 | 1 | (8) | | 46 | 11 | 8 | | 35 | 5 | 18 | | 31 | 6 | 7 | | |
| Buttons | | | | | | | | | | | | | | | | | | | | |
| Buttons..... | 280 | 19 | 19 | 267 | 15 | 8 | | 140 | 98 | 7 | 1 | 23 | 7 | 14 | | 144 | 100 | | | |
| Costume Jewelry and Miscellaneous Products | | | | | | | | | | | | | | | | | | | | |
| Costume jewelry and costume novelties (jewelry other than fine jewelry)..... | 272 | | | 272 | 3 | 1 | | 157 | 104 | 10 | | 80 | 40 | 21 | | 79 | 59 | 7 | 3 | |
| Feathers, plumes, and artificial flowers..... | 314 | (7) | (7) | 314 | (9) | | | 163 | 112 | | | 90 | 48 | 9 | | 124 | 92 | 3 | | |
| Jewelry cases and instrument cases..... | 132 | (7) | | 132 | (8) | | | 77 | 44 | (10) | | 42 | 15 | 10 | 10 | 50 | 32 | 3 | 1 | |
| Lamp shades..... | 128 | | | 128 | | | | 40 | 24 | (11) | | 95 | 63 | (11) | | 15 | 6 | 10 | 1 | |
| Musical Instruments and Parts | | | | | | | | | | | | | | | | | | | | |
| Organs..... | 34 | | | 34 | | (12) | (12) | | (12) | (10) | | 12 | 9 | 1 | 10 | 8 | 27 | 19 | 5 | 3 |
| Piano and organ parts and materials..... | 23 | | | 23 | | | | 13 | 10 | 13 | 4 | 20 | 13 | (13) | 10 | 4 | 18 | 18 | | |
| Pianos..... | 35 | | | 35 | (5) | (5) | 11 | 11 | 1 | 3 | 1 | 20 | 8 | 9 | | (14) | 11 | 1 | | |
| Musical instruments, parts, and materials not elsewhere classified..... | 101 | | | 101 | | 6 | 1 | 70 | 39 | 7 | | 34 | 7 | 18 | | 25 | 12 | 14 | 2 | |
| Optical Goods, Professional and Scientific Instruments, and Photographic Apparatus | | | | | | | | | | | | | | | | | | | | |
| Ophthalmic goods—lenses and fittings..... | 91 | (7) | (7) | 91 | 11 | 2 | 3 | 2 | 71 | 31 | 11 | | 36 | 8 | 21 | | 7 | 16 | 4 | 8 |
| Optical instruments and lenses..... | 30 | (7) | (7) | 30 | (9) | | (15) | 2 | 15 | 6 | 3 | | 11 | 1 | 6 | | 7 | 19 | 7 | 9 |
| Photographic apparatus and materials and projection equipment (except lenses)..... | 100 | 6 | | 100 | 28 | 14 | (8) | (8) | 32 | 22 | 10 | | 50 | 4 | 36 | | 85 | 30 | 20 | 2 |
| Professional and scientific instruments (except surgical and dental)..... | 218 | 7 | 1 | 217 | 11 | 6 | (8) | (8) | 104 | 32 | 18 | | 40 | 6 | 51 | 1 | 159 | 65 | 19 | 2 |
| Surgical, Medical, and Dental Instruments, Equipment, and Supplies | | | | | | | | | | | | | | | | | | | | |
| Dental equipment and supplies..... | 131 | (7) | | 131 | 13 | 1 | | | 78 | 33 | 9 | | 30 | 5 | 40 | | 57 | 31 | | |
| Surgical and medical instruments..... | 50 | | | 50 | | | (15) | (15) | 27 | 13 | 5 | | 19 | 3 | 13 | | 23 | 10 | | |
| Surgical supplies and equipment not elsewhere classified; and orthopedic appliances..... | 360 | | | 360 | 10 | 3 | 35 | 26 | 113 | 37 | 12 | | 97 | 27 | 41 | | 100 | 38 | 146 | 92 |

See footnotes at end of table.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939—Continued

| MISCELLANEOUS INDUSTRIES | Number of establishments reporting distributed sales and transfers | | ESTABLISHMENTS REPORTING DISTRIBUTED SALES | | | | | | | | | | | | | | | | | |
|--|--|------|--|------|---|---------------------|---------------|---------------------|---|---------------------|-----------------------|---------------------|------------------------------|---------------------|---|-------|--------------------------------------|---------------------|----------------------------------|---------------------|
| | | | ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹ | | To or through manufacturer-owned-and-operated outlets | | | | To other business concerns in the United States, for resale | | | | | | Export, direct to buyers in other countries | | To users and consumers | | | |
| | | | | | Wholesale branches or offices | | Retail stores | | Wholesalers and jobbers | | Export intermediaries | | Retailers (including chains) | | | | Industrial, etc., users ² | | Consumers at retail ⁴ | |
| | | | | | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | Number | Selling exclusively | | | Number | Selling exclusively | Number | Selling exclusively |
| Toys, and Sporting and Athletic Goods | | | | | | | | | | | | | | | | | | | | |
| Children's vehicles..... | 41 | | 41 | | | | | 25 | 3 | (10) | | 35 | 9 | 10 8 | | 10 | 3 | 7 | | |
| Dolls (except rubber)..... | 84 | | 84 | | | | | 38 | 27 | (10) | | 38 | 22 | 10 5 | | 21 | 15 | | | |
| Games and toys (except dolls and children's vehicles)..... | 340 | (?) | 340 | (9) | (9) | (15) | (15) | 228 | 79 | 26 | 1 | 215 | 71 | 43 | | 48 | 17 | 38 | 10 | |
| Sporting and athletic goods not elsewhere classified..... | 350 | (?) | 350 | 15 | 5 | 11 | 5 | 241 | 94 | 19 | 1 | 161 | 41 | 51 | | 70 | 18 | 50 | 6 | |
| Miscellaneous Industries Not Elsewhere Classified | | | | | | | | | | | | | | | | | | | | |
| Beauty-shop and barber-shop equipment..... | 72 | | 72 | 9 | 5 | (8) | | 53 | 29 | (10) | | 33 | 7 | 10 16 | | 12 | 7 | (9) | (9) | |
| Brooms..... | 320 | | 320 | | | | | 244 | 98 | 10 5 | | 201 | 57 | (18) | | 98 | 6 | 14 | 1 | |
| Brushes..... | 245 | 5 | 244 | 10 | 6 | (9) | (9) | 152 | 44 | 13 | 1 | 87 | 18 | 23 | | 131 | 40 | 17 | 4 | |
| Fabricated plastic products not elsewhere classified..... | 216 | 17 | 213 | 10 | 5 | | | 95 | 45 | 10 | | 34 | | 24 | | 143 | 87 | | | |
| Fire extinguishers, chemical..... | 28 | | 28 | 3 | | | | 22 | 10 | (10) | | 9 | | 10 7 | | 12 | 3 | | | |
| Furs (dressed and dyed)..... | 60 | (?) | 60 | (9) | (9) | | | 25 | 17 | | | 5 | 2 | 7 | | 46 | 31 | | | |
| Hair work..... | 42 | | 42 | | | | | 18 | 16 | | | 16 | 10 | | | 4 | 2 | 8 | 6 | |
| Models and patterns (except paper patterns)..... | 675 | (?) | 675 | (9) | (9) | (15) | (15) | 52 | 28 | (10) | | 16 | 16 | 10 12 | | 7 619 | 7 501 | 12 | 4 | |
| Needles, pins, hooks and eyes, and slide and snap fasteners..... | 58 | (?) | 58 | 5 | | | | 35 | 7 | 6 | | 18 | | 21 | | 46 | 15 | | | |
| Signs, advertising displays, and advertising novelties..... | 1,814 | 11 | 1,814 | 10 | 9 | 51 | 30 | 210 | 80 | 8 | 1 | 126 | 38 | 17 | | 1,000 | 878 | 104 | 60 | |
| Soda fountains, beer dispensing equipment, and related products..... | 51 | (?) | 51 | 5 | 3 | | | 17 28 | 9 | | | 13 | 3 | (17) | | 7 32 | 15 | | | |
| Tobacco pipes and cigarette holders..... | 90 | (18) | 32 | | | | | 18 24 | 9 | | | 23 | 8 | | | | | | | |
| Umbrellas, parasols, and canes..... | 90 | | 90 | | | (18) | | 34 | 17 | (18) | | 18 62 | 41 | 10 15 | | 11 | 5 | 5 | | |
| Wool pulling..... | 17 | (?) | 17 | (19) | (10) | | | 19 9 | 3 | (19) | (19) | | | (19) | | 7 14 | 7 | | | |
| Miscellaneous fabricated products not elsewhere classified..... | 565 | 3 | 564 | 10 | 6 | 7 | 3 | 283 | 133 | 14 | | 225 | 91 | 52 | | 220 | 132 | 38 | 8 | |

¹ See definition for "Interplant transfers," p. 3.
² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."
³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
⁴ Includes farmers, household consumers, and employees at retail.
⁵ Establishments reporting sales to or through own wholesale branches or offices combined with own retail stores to avoid disclosure.
⁶ Establishments reporting sales to consumers at retail combined with industrial, etc., users to avoid disclosure.
⁷ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.
⁸ Establishments reporting sales to or through own retail stores combined with own wholesale branches or offices to avoid disclosure.
⁹ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.
¹⁰ Establishments reporting sales to export intermediaries combined with direct export to avoid disclosure.
¹¹ Establishments reporting sales to export intermediaries and direct export sales combined with wholesalers and jobbers to avoid disclosure.
¹² Establishments reporting sales to or through own retail stores and to wholesalers and jobbers combined with retailers to avoid disclosure.
¹³ Establishments reporting sales to retailers combined with wholesalers and jobbers to avoid disclosure.
¹⁴ Establishments reporting sales to industrial, etc., users combined with consumers at retail to avoid disclosure.
¹⁵ Establishments reporting sales to or through own retail stores combined with retailers to avoid disclosure.
¹⁶ Establishments reporting direct export sales combined with export intermediaries to avoid disclosure.
¹⁷ Establishments reporting direct export sales combined with wholesalers and jobbers to avoid disclosure.
¹⁸ Establishments reporting interplant transfers combined with wholesalers and jobbers to avoid disclosure.
¹⁹ Establishments reporting sales to or through own wholesale branches or offices, to export intermediaries, and direct export sales combined with wholesalers and jobbers to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

| MISCELLANEOUS INDUSTRIES | Value of products ¹ | INVENTORY ¹ (FINISHED PRODUCTS) | | Purchased merchandise sold without processing (+) | Receipts for contract and repair work ¹ (-) | Value of products not distributed (-) | Interplant transfers (-) | Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G) | Total distributed sales reported | Total number of establishments ¹ | NUMBER OF ESTABLISHMENTS REPORTING | | | |
|---|--------------------------------|--|----------------------|---|--|---------------------------------------|--------------------------|--|----------------------------------|---|------------------------------------|--------------------------|--------------------------------|-----------------------|
| | | Beginning of year 1939 (+) | End of year 1939 (-) | | | | | | | | Exclusive contract work | No distribution of sales | Exclusive interplant transfers | Distribution of sales |
| | | | | | | | | | | | | | | |
| Artists' Materials, Stencils, Pens, and Pencils | | | | | | | | | | | | | | |
| Artists' materials..... | \$4,070 | \$617 ³ | \$664 | \$452 | | | | \$4,475 ⁴ | \$4,374 ⁴ | 42 | | | | 42 |
| Carbon paper and inked ribbons..... | 20,777 | 1,586 | 1,672 | 1,230 | \$63 | | \$390 | 21,474 | 21,761 | 58 | | | | 58 |
| Hand stamps, stencils, and brands..... | 10,812 | 459 | 498 | 1,279 | | \$90 | (³) | 11,062 | 11,839 | 289 | | 7 | | 282 |
| Pencils (except mechanical) and crayons..... | 15,800 | 3,126 | 2,624 | 508 | | | | 16,870 | 16,809 | 40 | | | | 40 |
| Pens, mechanical pencils, and pen points..... | 24,881 | 3,576 | 3,280 | 328 | 480 | | | 25,019 | 24,938 | 70 | | | | 70 |
| Buttons | | | | | | | | | | | | | | |
| Buttons..... | 29,817 | 3,258 | 3,304 | 1,824 | 943 | | 1,022 | 29,630 | 30,055 | 316 | 30 | | 19 | 267 |
| Costume Jewelry and Miscellaneous Products | | | | | | | | | | | | | | |
| Costume jewelry and costume novelties (jewelry other than fine jewelry)..... | 33,922 | 1,324 | 1,328 | 74 | | 1,500 | | 32,434 | 32,274 | 289 | 8 | 9 | (³) | 272 |
| Feathers, plumes, and artificial flowers..... | 18,504 | 919 | 890 | 702 | | | (³) | 19,295 | 19,292 | 314 | | | | 314 |
| Jewelry cases and instrument cases..... | 16,370 | 682 | 679 | 47 | | | (³) | 16,720 | 16,571 | 132 | | | | 132 |
| Lamp shades..... | 8,376 | 255 | 271 | 18 | | | | 8,373 | 8,364 | 128 | | | | 128 |
| Musical Instruments and Parts | | | | | | | | | | | | | | |
| Organs..... | 3,421 | 274 | 282 | 5 | 188 | | | 3,230 | 3,193 | 34 | | | | 34 |
| Piano and organ parts and materials..... | 4,772 | 160 | 184 | 225 | 40 | | | 4,933 | 4,933 | 23 | | | | 23 |
| Pianos..... | 20,493 | 848 | 794 | 20 | 105 | | | 20,492 | 20,581 | 35 | | | | 35 |
| Musical instruments, parts, and materials not elsewhere classified..... | 11,552 | 746 | 819 | 488 | 415 | | | 11,552 | 11,721 | 101 | | | | 101 |
| Optical Goods, Professional and Scientific Instruments, and Photographic Apparatus | | | | | | | | | | | | | | |
| Ophthalmic goods—lenses and fittings..... | 44,955 | 6,344 | 6,515 | 3,234 | 217 | | (³) | 47,801 | 47,248 | 91 | | | (³) | 91 |
| Optical instruments and lenses..... | 4,746 | 565 | 559 | 441 | | | (³) | 5,193 | 5,058 | 30 | | | (³) | 30 |
| Photographic apparatus and materials and projection equipment (except lenses)..... | 133,899 | 6,164 | 6,063 | 8,103 | 301 | | 146 | 141,569 | 141,193 | 160 | | | | 160 |
| Professional and scientific instruments (except surgical and dental)..... | 61,017 | 5,952 | 5,868 | 1,157 | 1,209 | | 149 | 60,813 | 61,025 | 218 | | | 1 | 217 |
| Surgical, Medical, and Dental Instruments, Equipment, and Supplies | | | | | | | | | | | | | | |
| Dental equipment and supplies..... | 31,547 | 4,692 | 4,303 | 1,453 | 179 | | (³) | 33,120 | 33,146 | 131 | | | | 131 |
| Surgical and medical instruments..... | 8,052 | 1,062 | 1,028 | 1,100 | | | | 9,186 | 9,108 | 50 | | | | 50 |
| Surgical supplies and equipment not elsewhere classified; and orthopedic appliances..... | 70,398 | 5,201 | 6,211 | 13,223 | 224 | | 4,800 | 86,518 | 88,991 | 360 | | | | 360 |
| Toys, and Sporting and Athletic Goods | | | | | | | | | | | | | | |
| Children's vehicles..... | 19,117 | 490 | 703 | 278 | 70 | 1,399 | | 17,704 | 17,747 | 44 | | 3 | | 41 |
| Dolls (except rubber)..... | 12,132 | 259 | 283 | 12 | 38 | | | 12,082 | 12,067 | 84 | | | | 84 |
| Games and toys (except dolls and children's vehicles)..... | 55,401 | 3,233 | 3,481 | 970 | 8 | 430 | (³) | 55,685 | 55,738 | 343 | | 3 | | 340 |
| Sporting and athletic goods not elsewhere classified..... | 64,754 | 4,990 | 5,572 | 3,480 | 312 | | (³) | 67,340 | 68,020 | 350 | | | (³) | 350 |
| Miscellaneous Industries Not Elsewhere Classified | | | | | | | | | | | | | | |
| Beauty-shop and barber-shop equipment..... | 13,906 | 723 | 803 | 621 | 71 | | | 13,476 | 13,425 | 72 | | | | 72 |
| Brooms..... | 11,842 | 881 | 872 | 185 | | | | 12,036 | 12,016 | 320 | | | | 320 |
| Brushes..... | 48,467 | 5,212 | 5,109 | 4,980 | 127 | | 596 | 52,836 | 52,047 | 245 | | | 1 | 244 |
| Fabricated plastic products not elsewhere classified..... | 71,904 | 3,859 | 3,858 | 799 | 181 | | 8,349 | 64,144 | 63,009 | 219 | | | 3 | 213 |
| Fire extinguishers, chemical..... | 9,228 | 1,627 | 1,759 | 614 | | | | 9,710 | 9,778 | 28 | | | | 28 |
| Furs (dressed and dyed)..... | 22,395 | 293 | 294 | 825 | 10,951 | | (³) | 12,298 | 11,902 | 145 | 70 | | | 66 |
| Hair work..... | 1,401 | 130 | 133 | 56 | | | | 1,464 | 1,364 | 42 | | | | 42 |
| Models and patterns (except paper patterns)..... | 22,329 | 291 | 334 | 73 | | 470 | (³) | 21,889 | 21,754 | 683 | | 8 | (³) | 675 |
| Needles, pins, hooks and eyes, and slide and snap fasteners..... | 38,155 | 4,995 | 5,102 | 309 | | | (³) | 38,297 | 38,093 | 58 | | | | 58 |
| Signs, advertising displays, and advertising novelties..... | 87,625 | 2,127 | 2,385 | 1,400 | 3,114 | 2,619 | 447 | 82,647 | 81,361 | 1,386 | 20 | 52 | | 1,314 |
| Soda fountains, beer dispensing equipment, and related products..... | 13,660 | 693 | 709 | 1,240 | | | (³) | 14,830 | 14,984 | 51 | | | | 51 |
| Tobacco pipes and cigarette holders..... | 7,598 | 731 | 711 | 163 | 55 | | (³) | 7,636 | 7,720 | 32 | | | | 32 |
| Umbrellas, parasols, and canes..... | 11,520 | 705 | 762 | 18 | 118 | | | 11,393 | 11,364 | 90 | | | | 90 |
| Wool pulling..... | 13,122 | 1,700 | 1,725 | 4 | | | (³) | 13,101 | 12,983 | 17 | | | | 17 |
| Miscellaneous fabricated products not elsewhere classified..... | 51,849 | 2,567 | 2,673 | 1,655 | | 555 | 599 | 52,244 | 51,722 | 582 | 9 | 8 | 1 | 564 |

¹ From Census of Manufactures.
² Omitted to avoid disclosure.

³ See explanation under "Correlation with Census of Manufactures," p. 2.
⁴ Interplant transfers included to avoid disclosure.

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

| MISCELLANEOUS INDUSTRIES | DISTRIBUTED SALES | | | | | | | | | |
|---|-------------------|--------|--------------------------|-------------------------------|--------------------------|---------|--------|--------------------------|-------------------------------|--------------------------|
| | Total | 1939 | | | | 1935 | | | | |
| | | Amount | Per- cent of total | Number of estab- lishments | | Total | Amount | Per- cent of total | Number of estab- lishments | |
| | | | | Total re- porting | Selling ex- clusively | | | | Total re- porting | Selling ex- clusively |
| Through agents, brokers, and commis- sion houses (excluding manufacturers' own sales force) | | | | | | | | | | |
| Artists' Materials, Stencils, Pens, and Pencils | | | | | | | | | | |
| Artists' materials..... | \$4,354 | \$527 | 12.1 | 4 | 2 | \$2,703 | (1) | (1) | (1) | (1) |
| Carbon paper and inked ribbons..... | 21,031 | 137 | .7 | 7 | 7 | 13,178 | \$120 | 1.0 | 7 | 7 |
| Hand stamps, stencils, and brands..... | 11,800 | (1) | (1) | (1) | (1) | 10,389 | 206 | 2.0 | 27 | 27 |
| Pencils (except mechanical) and crayons..... | 16,191 | 1,000 | 6.6 | 7 | 7 | 34,430 | 2,820 | 8.2 | 16 | 16 |
| Pens, mechanical pencils, and pen points..... | 23,167 | 2,352 | 10.2 | 16 | 1 | | | | | |
| Buttons | | | | | | | | | | |
| Buttons..... | 20,802 | 2,107 | 7.1 | 10 | 4 | 27,449 | 2,475 | 9.0 | 23 | 3 |
| Costume Jewelry and Miscellaneous Products | | | | | | | | | | |
| Costume jewelry and costume novelties (jewelry other than fine jewelry)..... | 31,992 | 2,151 | 6.7 | 23 | 3 | 51,027 | 3,491 | 6.8 | 93 | 13 |
| Lamp shades..... | 28,364 | 346 | 4.1 | 8 | 2 | | | | | |
| Miscellaneous fabricated products not elsewhere classified..... | 51,262 | 2,703 | 5.3 | 38 | 9 | 11,397 | 855 | 7.5 | 25 | 3 |
| Feathers, plumes, and artificial flowers..... | 19,088 | 811 | 4.2 | 10 | 1 | 6,700 | (1) | (1) | (1) | (1) |
| Jewelry cases and instrument cases..... | 16,382 | 353 | 2.2 | 4 | | | | | | |
| Musical Instruments and Parts | | | | | | | | | | |
| Organs..... | 3,065 | 138 | 4.5 | 3 | | 3,078 | 171 | 5.6 | 6 | |
| Piano and organ parts and materials..... | 4,677 | | | | | 3,133 | (1) | (1) | (1) | (1) |
| Pianos..... | 20,441 | | | | | 8,995 | | | | |
| Musical instruments, parts, and materials not elsewhere classified..... | 11,336 | 357 | 3.1 | 8 | | 8,604 | 417 | 4.8 | 12 | 2 |
| Optical Goods, Professional and Scientific Instruments, and Photographic Apparatus | | | | | | | | | | |
| Ophthalmic goods—lenses and fittings..... | 45,849 | 1,124 | 2.5 | 7 | | 33,733 | 605 | 2.0 | 11 | |
| Optical instruments and lenses..... | 5,000 | 112 | 2.2 | 4 | | | | | | |
| Photographic apparatus and materials and projection equip- ment (except lenses)..... | 120,100 | 4,230 | 3.3 | 17 | 2 | (3) | (3) | (3) | (3) | (3) |
| Professional and scientific instruments (except surgical and dental)..... | 52,377 | 1,346 | 2.6 | 24 | 1 | 07,685 | 2,141 | 3.2 | 47 | 3 |
| Surgical and medical instruments..... | 8,668 | 898 | 4.6 | 4 | | | | | | |
| Surgical, Medical, and Dental Equipment and Supplies | | | | | | | | | | |
| Dental equipment and supplies..... | 30,773 | 1,718 | 5.6 | 15 | 1 | 26,485 | 66 | .2 | 5 | |
| Surgical supplies and equipment not elsewhere classified; and orthopedic appliances..... | 85,275 | 3,489 | 4.1 | 26 | 6 | 64,150 | 1,267 | 2.0 | 26 | 4 |
| Toys, and Sporting and Athletic Goods | | | | | | | | | | |
| Children's vehicles..... | 17,506 | 8,100 | 17.7 | 14 | 1 | 15,536 | 3,538 | 22.8 | 14 | 2 |
| Dolls (except rubber)..... | 12,045 | 164 | 1.4 | 3 | | 54,121 | 3,520 | 6.5 | 92 | 12 |
| Games and toys (except dolls and children's vehicles)..... | 55,214 | 3,544 | 6.4 | 57 | 9 | 36,752 | 2,316 | 6.5 | 34 | |
| Sporting and athletic goods not elsewhere classified..... | 67,108 | 4,794 | 7.1 | 72 | 11 | | | | | |
| Miscellaneous Industries Not Elsewhere Classified | | | | | | | | | | |
| Beauty-shop and barber-shop equipment..... | 12,988 | 135 | 1.0 | 3 | | 13,298 | 1,625 | 12.2 | 9 | 3 |
| Brooms..... | 12,016 | 1,091 | 9.1 | 18 | 2 | 14,928 | 1,989 | 13.3 | 50 | 9 |
| Brushes..... | 51,284 | 1,552 | 3.0 | 22 | 2 | 41,535 | 1,728 | 4.2 | 33 | 3 |
| Fabricated plastic products not elsewhere classified..... | 62,983 | 6,139 | 9.7 | 32 | 5 | (3) | (3) | (3) | (3) | (3) |
| Fire extinguishers, chemical..... | 9,058 | 1,128 | 12.5 | 3 | | 6,028 | 161 | 2.7 | 5 | |
| Furs (dressed and dyed)..... | 11,771 | (1) | (1) | (1) | | 9,452 | (1) | (1) | (1) | (1) |
| Hair work..... | 1,364 | | | | | 5,057 | (1) | (1) | (1) | (1) |
| Models and patterns (except paper patterns)..... | 21,667 | 374 | 1.7 | 6 | | 15,089 | 60 | .4 | 9 | |
| Needles, pins, hooks and eyes, and slide and snap fasteners..... | 38,487 | 3,582 | 9.3 | 15 | 1 | 31,649 | 520 | 1.6 | 9 | 1 |
| Signs, advertising displays, and advertising novelties..... | 81,011 | 6,711 | 8.3 | 77 | 1 | 67,199 | 10,158 | 15.1 | 153 | 26 |
| Soda fountains, beer dispensing equipment, and related products..... | 14,984 | 473 | 3.2 | 7 | | 7,106 | (1) | (1) | (1) | (1) |
| Tobacco pipes and cigarette holders..... | 7,720 | 233 | 3.0 | 3 | 1 | 6,156 | (1) | (1) | (1) | (1) |
| Umbrellas, parasols, and canes..... | 11,056 | 239 | 2.2 | 5 | | 10,209 | 580 | 5.7 | 11 | 2 |
| Wool pulling..... | 12,683 | 6,580 | 51.9 | 10 | 7 | (3) | (3) | (3) | (3) | (3) |

¹ Omitted to avoid disclosure.

² Direct export sales included to avoid disclosure.

³ No comparative information.

DISTRIBUTION OF SALES

FOR OFFICE USE ONLY

Industry No. _____
 File No. _____
 V. P. _____

| |
|-----|
| Key |
| A-1 |

This sheet should show the distribution of sales and interplant transfers of the products manufactured by the plant or plants whose manufacturing activities are covered by the preceding pages of this schedule.

Sales should include purchased merchandise resold without processing, in addition to own products. Therefore, the total value of goods sold or shipped from this plant (item 10 below) may not be the same as the value of products elsewhere reported.

The following information is required from every manufacturing plant, even though no distinct sales department is maintained. Manufacturers' sales branches and offices operated apart from the plant should be reported on Distribution Form 31. Separate administrative or general offices located apart from the plant should be reported on Form 10.

D-1. DESCRIPTION OF PLANT:

(a) Name of plant _____

(b) Name of owner or operator _____

(c) Location of plant { State _____ County _____
 Name of city, town, or village _____
 Street and number _____

D-2. NET SALES AND INTERPLANT TRANSFERS (Deduct returns and allowances):

(a) Report the value, f. o. b. factory, of all goods shipped or delivered from this plant during the year 1939 (including sales through agents and brokers), analyzed as shown below. Deduct returns and allowances, but include purchased merchandise sold without processing. (Where exact figures are not available give the best possible approximations.)

| | Omit cents | Key |
|---|------------|-------------|
| Intracompany Sales and Transfers | | |
| (1) Interplant transfers to own plants in the United States..... | \$..... | A-2 |
| (2) Sales to or through your own wholesale sales branches and sales offices apart from the plant. (Whether or not stocks are carried in such branches)..... | \$..... | A-3 |
| (3) Sales to or through your own retail stores..... | \$..... | A-4 |
| Sales to Other Business Concerns in the United States | | |
| (4) Sales to industrial, commercial, professional, and institutional users. (Manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.)..... | \$..... | A-5 |
| (5) Sales to wholesalers and jobbers for resale. (Include supply houses, but not export concerns)..... | \$..... | A-6 |
| (6) Sales to export intermediaries. (Report export sales to buyers in foreign countries under (9) below and not here)..... | \$..... | A-7 |
| (7) Sales to retailers for resale. (Chains, mail-order houses, department stores, and independent retailers)..... | \$..... | A-8 |
| Sales to Consumers | | |
| (8) Sales to farmers and household consumers, including employees (at retail)..... | \$..... | A-9 |
| Export Sales | | |
| (9) Export sales made direct to buyers in foreign countries. (Including sales to company's own foreign branches)..... | \$..... | A-10 |
| (10) TOTAL VALUE OF SALES AND TRANSFERS from this plant (sum of 1 to 9). (Include sales through agents and brokers, and purchased merchandise sold without processing, as well as direct shipments of own products)..... | \$..... | A-11 |
| (b) How much of total sales reported in item 10 above was made through agents, brokers, and commission houses (not including your own sales force)?..... | \$..... | Key A-12 |
| (c) How much of total sales reported in item 10 above consisted of purchased merchandise sold without processing?..... | \$..... | A-13 |

DISTRIBUTION OF SALES

FOR OFFICE USE ONLY

Industry No.

File No.

V. P.

This sheet should show the distribution of sales and interplant transfers of the products manufactured by the plant or plants whose manufacturing activities are covered by the preceding pages of this schedule.

Sales should include purchased merchandise resold without processing, in addition to own products. Therefore, the total value of goods sold or shipped from this plant (item 10 below) may not be the same as the value of products elsewhere reported.

The following information is required from every manufacturing plant, even though no distinct sales department is maintained. Manufacturers' sales branches and offices operated apart from the plant should be reported on Distribution Form 31. Separate administrative or general offices located apart from the plant should be reported on Form 10.

D-1. DESCRIPTION OF PLANT:

- (a) Name of plant
- (b) Name of owner or operator
- (c) Location of plant { State County
- Name of city, town, or village
- Street and number

D-2. NET SALES AND INTERPLANT TRANSFERS (Deduct returns and allowances):

(a) Report the value, f. o. b. factory, of all goods shipped or delivered from this plant during the year 1939 (including sales through agents and brokers), analyzed as shown below. Deduct returns and allowances, but include purchased merchandise sold without processing. (Where exact figures are not available give the best possible approximations.)

| | Gray goods (include colored yarn goods, denims, etc.) | Finished goods | Fabricated products (sheets, towels, etc.) |
|--|--|----------------|---|
| Intracompany Sales and Transfers | | | |
| (1) Interplant transfers to own plants in the United States..... | \$..... | \$..... | \$..... |
| (2) Sales to or through your own wholesale sales branches and sales offices apart from the plant. (Whether or not stocks are carried in such branches)..... | \$..... | \$..... | \$..... |
| (3) Sales to or through your own retail stores..... | \$..... | \$..... | \$..... |
| Sales to Other Business Concerns in the United States | | | |
| (4) Sales to industrial, commercial, professional, and institutional users. (Manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.)..... | \$..... | \$..... | \$..... |
| (5) Sales of gray goods to converters..... | \$..... | \$..... | \$..... |
| (6) Sales to wholesalers and jobbers for resale. (Include supply houses, but not export concerns)..... | \$..... | \$..... | \$..... |
| (7) Sales to export intermediaries. (Report export sales to buyers in foreign countries under (9) below and not here)..... | \$..... | \$..... | \$..... |
| (8) Sales to retailers for resale. (Chains, mail-order houses, department stores, and independent retailers)..... | \$..... | \$..... | \$..... |
| Sales to Consumers | | | |
| (9) Sales to farmers and household consumers, including employees (at retail)..... | \$..... | \$..... | \$..... |
| Export Sales | | | |
| (10) Export sales made direct to buyers in foreign countries. (Including sales to company's own foreign branches)..... | \$..... | \$..... | \$..... |
| (11) TOTAL VALUE OF SALES AND TRANSFERS from this plant (sum of 1 to 10). (Include sales through agents and brokers, and purchased merchandise sold without processing, as well as direct shipments of own products)..... | \$..... | \$..... | \$..... |
| (b) How much of total sales reported in item 11 above was made through agents, brokers, and commission houses (not including your own sales force)?..... | \$..... | | |
| (c) How much of total sales reported in item 10 above consisted of purchased merchandise sold without processing?..... | \$..... | | |